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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

C.P.L.
AUG 4 - 1921
R.R.

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VOL. C.

NEW YORK, JULY 30, 1921

No. 5



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London

AUGUST 30

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"Helen of the Old House" by Harold Bell Wright will be published August 30. On that day 400 Newspapers will tell the world that the book is ready. Following this will come ads in 30 great magazines of general circulation and in many farm, religious and special papers. Dealers everywhere will make window displays with the special material provided free. They will distribute 2,000,000 postcards, circulars and other advertising material. "Helen of the Old House" is unquestionably Wright's finest novel; it will break all sales records. If your order isn't in, rush it today to your jobber or to D. Appleton & Company, 35 West 32d Street, New York.



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now published
in any form
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THIS book is unlike any other; no one but a peculiarly sympathetic and intimate sister could have so presented a great personality.

In a curiously personal and revealing way she shows him as a child, an under-graduate, an outdoor man, a politician, soldier, and president.

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Ready August 12th

IF WINTER COMES

By

A. S. M. HUTCHINSON

Author of "The Happy Warrior," etc.

"'IF WINTER COMES' exhibits a very unusual power of joining in one novel highly skilful characterization and a dramatic, almost a melodramatic, story. I am glad to have read 'IF WINTER COMES'."

—Grant Overton.

We have great confidence in the sales possibilities of "IF WINTER COMES" and venture to predict that the book will reach the fifty-thousand mark by Christmas.

415 pages. \$2.00 net.

LITTLE, BROWN & CO.
Publishers, Boston

ORGANIZED 1795
FIRST PRESBYTERIAN CHURCH
THOMAS JOHNSON BOLGER
MINISTER
ELMIRA, N. Y.

July 14, 1921.

Little, Brown & Company,
Boston, Mass.

Gentlemen:

Thanks to Mr. MacGreevey, of MacGreevey, Slight DeGraff Company of this city, I have just had the privilege of reading an advance copy of

IF WINTER COMES by A. S. M. Hutchinson

This book is in a class by itself for its wonderfully planned narrative which introduces so much human philosophy, so much real life as it exists when the curtain is pulled and one has the privilege with Hutchinson to look at the depths of hearts and minds confused as they have been for the last seven years by the great world war.

I wish every minister, yes, every one who is interested in the church and its welfare, might read Sabre's thoughts on the old God and the new God as told in Part four, Chapter three, but the reader must know what precedes and follows that interesting part of the book.

The author's descriptions were so realistic in the courtroom scene, that I found myself in need of being reminded that I was only reading a story. Later I found myself reaching out to grasp Sabre's hand as it moved over the fireplace in the office of Twining. No book has reached my heart, mind and body for a long time as has IF WINTER COMES.

I hope to read more of Hutchinson for he writes as one who knows life and understands its many varieties of moods. He is free from the superficial and exaggerating tendencies of so many other modern writers. He is not a cynic. He is a patriot full of hope although he is conscious of the weakness of his fellow-Britons as he points them out. He does not yield to the despair and bluster of Wells and Chesterton. He looks for the Spring which must follow the Winter. May he have many readers of this recent work.

Very sincerely yours,

Thomas Johnson Bolger

New Revised Edition

CHOOSING A CAREER

By ORISON SWETT MARDEN

CONTENTS

The Influence of Environment
Upon the Choice of a Career—
The Relation of Self-Improvement to One's Career — Make
Growth, Not Wealth, Your Goal—
A Career That Calls Out Energy
and Enthusiasm—A Career That
Compels the Concentration of
Thought and Energy — Suggestions
as to Possible Careers—Etc.

Price, \$2.00 net.

(Formerly published by The Bobbs-Merrill Co.)

Thomas Y. Crowell Co., New York

Letters like these Speak for Themselves

"SCARAMOUCHE is thrilling, exciting, and so beautifully written, and I think, when you feel this way about a book, it must be the real thing. I feel about it very much as I do about the 'Three Musketeers,' and in a year or so, I imagine I could read it again with the same keen enjoyment."
—Marcella Burns Hahner, Marshall Field & Co., Chicago, Ill.

"SCARAMOUCHE, is great!" —C. R. Dennen, Dennen's Book Shop, Detroit, Mich.

"SCARAMOUCHE is a big book. It is well and soundly written, carries a most engrossing story, and is evidently the work of a master novelist. I can safely say it is the best semi-historical novel it has been my lot to read for many years."—Will D. Wilson, Lowman & Hanford Co., Seattle, Wash.

"SCARAMOUCHE was started last night at nine o'clock and laid down at twelve -thirty. It is a long time since a book has kept me from my beauty sleep."—R. F. Fuller, The Old Corner Book Store, Boston, Mass.

"SCARAMOUCHE is an excellent story."—A. Kroch, A. Kroch & Co., Chicago, Ill.

"SCARAMOUCHE is the most enjoyable book I have read for a long time."—Stanley G. Remington, Norman Remington Co., Baltimore, Md.

"SCARAMOUCHE is by all odds the best book of its kind I have read in a long while. I hope you put it over big."—L. A. Keating, Womrath & Peck, Syracuse, N. Y.

"SCARAMOUCHE is just the type of book that I am personally very strong for."—D. K. Medcalf, Scrantom, Wetmore & Co., Rochester, N. Y.

"SCARAMOUCHE is the most remarkable book of fiction that I have read for a very long time. One must go back to the very masterpieces of literature to find a book to compare with it."—John N. Skinner, The Dayton Co., Minneapolis, Minn.

SCARAMOUCHE for everyone;
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Eighteen out of twenty-five delinquent accounts collected immediately, practically by return mail. At the same time the customers were retained because they were given an opportunity to protect their credit.

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We will be glad to give you any further information desired.

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Reports

Collections

GENE STRATTON-PORTER

Years of effort have been expended in the writing of Gene Stratton-Porter's list of books; time and large sums have been devoted to the production of her works in attractive volumes. Unreckoned energy has established her enviable popularity.

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9,000,000 Plus

HOW DO WE account for the great demand of Gene Stratton-Porter's books? The answer: Not only in the charm of her writing, her faith in people, and fidelity of picturing life as she sees it; but also in a sound policy of dealing fairly with her public.

That policy has always included, among other things, a thorough plan of coöperation between Mrs. Porter's publishers and their representative booksellers.

In the sales campaign of *Her Father's Daughter* (1st ed. 250,000), coöperation with booksellers is more highly developed than ever. As you study our plan, compare the price (\$1.75) and format of this book with any other book being published this fall.

Information of our sales campaign sent you on request

Doubleday, Page & Co.



Garden City, New York

Q *More than 9,000,000 copies of
these books have been sold*

THE SONG OF THE CARDINAL
FRECKLES
WHAT I HAVE DONE WITH BIRDS
AT THE FOOT OF THE RAINBOW
BIRDS OF THE BIBLE
A GIRL OF THE LIMBERLOST
MUSIC OF THE WILD
THE HARVESTER
MOTHS OF THE LIMBERLOST
LADDIE
MICHAEL O'HALLORAN
MORNING FACE
FRIENDS IN FEATHERS
A DAUGHTER OF THE LAND
HOMING WITH THE BIRDS

**HER FATHER'S
DAUGHTER**

by Gene Stratton-Porter

AUGUST 17th

Gene Stratton-Porter is an institution

Do you know why "Alice Adams" will go on selling indefinitely?

This is a matter of fact record showing how a book by an American author, Booth Tarkington, was published without any of the ordinary "blurbs," yet has risen steadily on our sales sheets and now gives healthy promise of making of itself a "best seller" for an indefinite time.

We are able now, just as we were the day we published it, to tell you why Mr. Tarkington's "Alice Adams" will continue to sell in large editions.

It is because a wave of reaction has struck the reading public. It has been accepting a definition of "realism" that requires all the magnified details of sordid, unpleasant phases of life. The public has evidently had enough of it, and here comes Booth Tarkington with a *real* realism—a realism that "intermingles the shadows with the sunlight until each character is, in the true sense of the word, real and living in the world we know; but withal is never vulgar nor falsely sentimental."

Unanimous has been the approval of critics in every State, with reviews of which this is the keynote: "This is well-considered realism, a balanced healthy vision, a sense of humor and tragedy skilfully interplaying."

We have reprinted quotations from several criticisms of "Alice Adams" that will be interesting for booksellers to show their customers. We have also printed an attractive poster, and have some suggestions for using these. In short, we are striking the note in the public mind which will tell the truth about "Alice Adams" and will also recommend to readers a book that fits in nicely with the reaction from the overdose of pseudo-realism of late.

Do you want this material? Do you want to know some other things about Booth Tarkington's "Alice Adams" and its splendidly growing sales? All you have to do is to write "yes" across the bottom of this page, and add your name.

Doubleday, Page & Co., Garden City, New York

September
October
November
December

The "Harvest" Months

What will you do to bring your Harvest home?

In offering a suggestion as to ways and means to so advertise your store and "books" as to secure profitable returns upon outlay, we profess no complete knowledge of your individual problem. But we do know that this method has stood the test of twenty-five years continuous use by some booksellers—that this year this means has served with profit more than 250 dealers month by month. We offer this plan confident that no other advertising method will yield such abundant return.

You can increase your business for the Fall and Holidays

If you will send out with every letter, bill and statement each month "BOOKS of the MONTH" — No extra postage cost involved.

If you will wrap in every package you make up a copy of "BOOKS of the MONTH" — Again no extra distribution cost.

If you will keep in prominent places in your store and distribute to every person who comes in "BOOKS of the MONTH" At no extra cost to you.

If you will mail a copy each month to a select mailing list, at a postage cost only of *one cent*.

"BOOKS of the MONTH" fits the pocket, the hand bag, the business envelope. It is for these coming months a 48 page booklet listing and describing the leading books of all American publishers. It costs as little as 1.2 cents a copy

It will pay you.

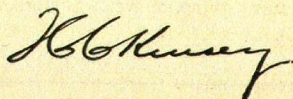
R. R. Bowker Co., Publishers, 62 W. 45th St., N. Y.

Publication Date ADVANCED

The Cosmopolitan Book Corporation announces that it has been able to beat its original schedule on James Oliver Curwood's great new novel

The FLAMING FOREST

This third and last story of his trilogy of tales of "The Three-River Country," of which the first two were "The River's End" and "The Valley of Silent Men," (each a best seller for over a year!) will be published on *August 10* instead of August 24. Get ready *now* to take advantage of Cosmopolitan's huge advertising campaign reaching more than 12,500,000 families, representing over half of the entire population of the United States. Window displays, placards, post-cards and above all, great displays of actual copies of the book on publication date and straight through to Christmas will enable you to take your share of this sure success.



Secretary

Cosmopolitan Book Corporation

119 West 40th Street, New York

The Solved Problem

Charles E. Butler, says:

"I firmly believe that there is no one who sells books in any community, large or small, who cannot distribute the Bookshelf for Boys and Girls to the greatest advantage to himself and especially to the children, and be doing thereby a

great and lasting service in awakening parents to the fact that children love to read. It is needless to point out the ultimate gain to the book trade and to the people of the U. S. at large. . . .

"I heartily recommend the Bookshelf. Surely no better medium could be used for developing the juvenile business of any dealer."—*Charles E. Butler, Brentano's.*

FOURTH REVISED EDITION

INCLUDING A COMPLETE AUTHOR INDEX NEVER BEFORE A FEATURE

READY OCTOBER 10th

Bookshelf for Boys and Girls 1921-22

There is one outstanding reason why this catalog has come to be "the finest advertising medium for children's books," and that reason is *competent and careful editing.*

This is a 48-page catalog of children's books. Cover design done by Maurice Day and reproduced in four colors. Mailable at *one cent.* A list of books arranged by subjects and according to age.

THE EDITORS ARE

CLARA W. HUNT

Children's Librarian, Brooklyn Public Library

RUTH G. HOPKINS

Children's Librarian, Bridgeport Public Library

FRANKLIN K. MATHIEWS

Chief Librarian, Boy Scouts of America

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100 copies . . .	\$6.00	500 copies . . .	\$25.00
250 " . . .	14.00	1000 " . . .	45.00

Imprint on any quantity—\$1.50 extra per order

The Bookshelf for Boys and Girls has come to be the foremost co-operative catalog of children's books. As such it is now being used by booksellers for year round distribution and reference. It has won acceptance among librarians in communities everywhere, so that

any dealer can secure co-operative distribution by the local librarian to the common interest of bookstore, library and community. No other catalog ever won such prestige. Its wide and continuous distribution is a bookstore asset of immeasurable value.

R. R. BOWKER CO.

Publishers

62 W. 45th St., New York

of Catalog Advertising

L. V. Harvey says:

"We shall be very glad to co-operate in editing The 1921 Christmas Bookshelf as we believe that you have solved the problem of catalog advertising.

"Our objection to all catalogs has been, that they list material which dealers are unable to stock and thus are burdened with special orders for books.

"We want to congratulate you upon the splendid work you are doing by improving catalogs to the point where they are real dealer benefits."—*L. V. Harvey; Dives, Pomeroy & Stewart.*

THE HOLIDAY NUMBER
OF THE "PUBLISHERS' WEEKLY"
READY NOVEMBER 5th

The Christmas Bookshelf 1921

To help you sell the books which *you* have *in stock* is the primary purpose of this catalog. For that purpose every subscribing bookseller is made contributing editor so that the Bookshelf is a real co-operative holiday list from the dealer's standpoint, and for the dealer's benefit. There's the reason for using the Christmas Bookshelf for Holiday trade. It advertises *your* stock.

Cover in colors, designed by Norman Price. Mailable at 3 cents everywhere. Many illustrations and feature articles contribute to make it the most inspiring "Books for Gifts" literature.

QUANTITY RATES			
100 copies	. . \$12.00	500 copies	. . \$50.00
250	. . 27.50	1000	. . 90.00
Including Imprints			

These are pre-publication rates only.

With all imprint quantity lots there will be included order form and return envelope with dealer's address—one each of which will be inserted in every copy ordered. There will also be provided special mailing envelope in

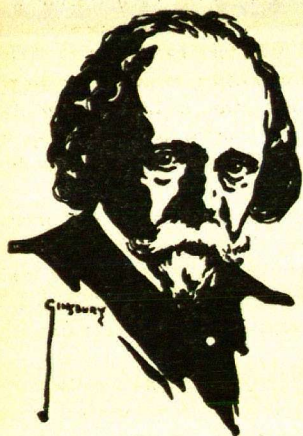
which each copy will be inserted, so that the Bookshelf reaches you ready for mailing. A complete modern package that will build business.

R. R. BOWKER CO.

Publishers

62 W. 45th St., New York

HALL CAINE No. 6



"All wool and a yard wide" and "the right price" mean quick turnover and large profits. "THE MASTER" is an "all wool" CAINE novel—the price is right, \$1.75—A Record Sale may be safely predicted.

(Five million copies of Caine's other novels have been sold)

August Twenty-ninth

HALL CAINE'S THE MASTER OF MAN

A word to you about the "stuff" of the story

Above all THE MASTER OF MAN is a heart romance which is a supreme example of Hall Caine's art. It grips the imagination and stirs the emotions through everyone of its 430 closely printed pages. The central subject of THE MASTER OF MAN, the strong conflict between public duty or religious principle and private interest, has had a great fascination for some of the foremost novelists, as in the cases of Scott (THE HEART OF MIDLOTHIAN), Lockhardt (ADAM BLAIR), Hawthorne (THE SCARLET LETTER), Lytton (PAUL CLIFFORD), Earl Emil Franzos (THE CHIEF JUSTICE), Stevenson (WEIR OF HERMISTON), Tolstoy (RESURRECTION), and others.

There have often been great differences in their treatment of the subject. In some cases the person in whose soul the conflict takes place is a clergyman; in others he is a judge; in one case an advocate, another a juryman, and in yet another a sister who holds the fate of the sinner in the palm of her hand. The spiritual responsibility has sometimes been the immediate consequence of a sin, while sometimes it has been the indirect result of it. The foundation has nearly always been laid on actual occurrences, though the authors have generally departed from the facts as they found them. Hall Caine in THE MASTER OF MAN will probably be judged by the measure in which his imagination has brought new values, new questions and new meanings to a subject of universal interest.

WRITE FOR DISPLAY MATERIAL IMPRINT CARDS ETC., ETC.

J. B. LIPPINCOTT COMPANY, Phila.

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

July 30, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

EDUCATIONAL INDEX DELAYED

The 50th Annual Educational Index which constitutes the July 23rd issue of the Publishers' Weekly, cannot be completed and mailed until after this regular issue of July 30th. Complete revision was necessary this year and the educational publishers could not supply their final data early enough to permit the list's completion on scheduled date.

New Taxes on Culture

AS interpreted by the Fordney Tariff, the people decided last November by a landslide vote that cultural barriers as well as economic barriers should be erected between the United States and Europe.

All books in foreign languages will on this bill's passage pay 20% duty, tho previous tariffs have put them on the free list.

All old and rare books must pay a duty of 20%, tho they have always been free when over 20 years of age.

The high rates of duty in face of changed conditions have marked this the most blind of tariff bills; the elimination of foreign language books from the free list will be a needless obstacle to our people in keeping in sympathetic and intellectual contact with other nations; the placing of duty on old and rare books will be a handicap to our cultural and esthetic development; and whether the importation be of current English books, foreign books or rare old items, there must be the unfair payment based on what is called American evaluation and the exasperating delays as well as expense that this will incur.

It seems to be a tariff for revenue only. If it is for protection purposes, surely there is no need of protecting us from books in foreign languages or from old and rare books. The printers of the United States have never asked for protection against the printers in foreign tongues. It is not profitable to reset foreign

books here. Why admit free foreign periodicals, and tax books? Is not the best intellectual and scientific thought of foreign countries as important to us as its current news?

Postage stamp collectors can bring in their stamps duty free, and coins, etchings, drawings and manuscripts can come in free, but an old or rare book which cannot possibly compete with American product must be kept out by a tax.

Public libraries and educational institutions can bring in foreign books and old books duty free as before, but they will, under this law, have to file proper documents to get this material in as they always have for current English books.

All educational institutions, private users of books and the whole book-trade, regardless of their special field, ought to make organized protest against the provisions of the Fordney tariff.

Librarians, Importers, Booksellers

THE chairman of the book-buying committee of the American Library Association Dr. M. L. Raney, librarian of the Johns Hopkins University Library at Baltimore, has done good service for librarians, book-buyers and the public generally in following up the variations in foreign currencies and in successive reports to his Association stating clearly and lucidly the kaleidoscopic facts.

The German mark, it will be recalled, has dropped from twenty-four cents American value to as low as one and one-half cents and one ingenious German book dealer had the effrontery to reverse this ratio for American book buyers by proposing in his catalog "for marks read dollars." The German Börsenverein and German government took less violent methods to better the situation by attempting to establish a different exchange value for the mark for different groups of countries or by imposing a sur-charge for export prices also varying for the countries of sale—most of those expedients were so defiant of economic laws that they have come to naught.

In the report of his committee to the Swampscott conference of the American Library Association Mr. Raney has summarized these variations and methods and summarized also the history of the relations of librarians thru previous committees with the book-trade, in a story told in the main with accuracy tho in some respects exception might be taken by the book trade. For instance, book publishers had nothing whatever to do with the introduction of the Stevens bill promoted by the American Fair Trade League.

In dealing with the drop in the English shilling which has reached as low as eighteen-nineteen cents in American value Dr. Raney

has involved his Association in a crusade against American book importers which has not been conducted with exemplary politeness or accuracy. He has been on solid ground in pointing out that in the catalogs of certain American publisher-importers the pricing of English books at forty to fifty cents on the shilling is especially unjustifiable in view of the drop in the shilling's value.

At what present price the English shilling should be translated in American catalogs, it is really difficult to say, and a printed price-list cannot follow too closely foreign variations which may go up as well as down. Somewhere between thirty and forty cents to the shilling is probably a fair retail price, for allowance must be made for a discount to the retail dealer which in the case of imported books not of large sale can scarcely be less than a third off. A basis of thirty cents to the shilling would thus net twenty cents to the importing publisher, which is probably not enough.

Dr. Raney, however, takes the extreme position that books ought to be supplied to the libraries by the importing publisher at the current rate for the depreciated English shilling plus a few cents to cover transportation. Otherwise he advises libraries to import for themselves by post from London dealers and if American importers are expected to sell to libraries at this rate they will probably be quite willing that these should follow Dr. Raney's advice and save them the trouble of doing business for nothing or less.

The general question of prices and discounts to libraries is one of the most vexing problems of the American trade but it is not to be solved by over-pricing books on one side or by over-statements or abuse on the other. The librarian asserts that in spending public moneys it is especially his business to see that he obtains the lowest possible price. That would be his natural course whether in spending public or private money. But this argument is a double-edged weapon when comparison is made with the conditions of book-sellers. The librarian is furnished with his building; the book dealer must pay his own rent. The librarian and his assistants have their salaries paid by the tax payer or from university endowments; the book dealer must earn his own salary and pay his clerks out of the business. The book-seller, whether publisher or retailer, must also take the risk of unsold copies which is considerable in the case of imported books of little demand. This at first sight would seem to have no analogy in the case of libraries, but second thought suggests that the librarian who makes the mistake of buying for his shelves a book not called for, is involved in similar waste and loss.

In the case of imported books of small editions, the library demand is a large proportion of the entire American market, and it is most desirable that this special demand should be supplied thru the loyal dealer, who might otherwise not have reason to display a single

copy. Libraries of course are at the advantage of being able to import books free of the fifteen percent, hereafter twenty or more percent duty, and this fact is generally allowed for by importers when a library orders in advance and supplies the necessary documents for customs entry.

These are but a few examples of relations between libraries and the book-trade which illustrate the difficulty of making a price on imported books fair alike to the library with its discount, the retailer with his trade allowance and the book buyer with his final price. It is such considerations, doubtless, that in England and Germany have caused publishers to deny discounts to libraries. Here the endeavor has been to limit library discounts to an amount which would permit the local retailer to sell to libraries below advertised price but at least to recoup himself in part for his own costs.

It is true that under present circumstances the individual library is tempted to become its own importer and add to the retail price in London the cost of parcel post transportation. But this is not the whole cost when the library undertakes to do business for itself. Nothing can be done for nothing. However this may be, we take occasion to protest in the name of the book trade against such epithets as have been used by the library representative in this crusade. In a large sense libraries and book dealers and the general public as well, have a common interest in the widest possible distribution of books at fair prices in which cheapness is not the only consideration.

Lowell once said in a copyright argument that there is one thing better than a cheap book and that is a book honestly come by. There is no question of honesty in this matter, except where Dr. Raney impugns the honesty of importing publishers. But there is a large question of general interest, and librarians, importers and book-sellers alike should recognize that they are on common ground, that there should be comity amongst themselves and that prices should be so adjusted as to recognize service and be fair to all concerned.

The Irish Question

I hope the Irish fight abates—
But I love the poems of W. B. Yeats.

Perhaps the Irish are deservin'—
But I know I'm keen on St. John Ervine.

England may bow to Ireland's will—
Hooray for the books of Pat MacGill!

Perhaps the English deal was raw—
But I'm for the works of G. B. Shaw.

It's sad I am for Dublin's grievin's—
But yip! for the works of Jamsey Stephens.

—F. P. A., *New York Tribune*.

A Year of Bookselling in Sioux Falls

By Mary Alice Hoover

SIOUX FALLS has two well-established bookstores of the type that carries books and many other lines of merchandise. In one of these (Christenson and Dempster Co.) I have had charge of the book department since July 1, 1920. I buy, display, advertise and sell the books, subject of course to the advice of the proprietors, yet with increasing freedom given to me for developing my own plans.

Coming into the store a year ago, I found it well-organized, stocked with a high grade of goods, and in charge of a more than ordinarily efficient force. The Victor department was presided over by a gifted local singer. The head of the Kodak department gave amateurs expert advice. Only the book department had no one who had kept pace with the rapidly changing aspects of the trade. Mr. Christenson had grown far too busy with the management to give specific attention to books. It became my very pleasant task to bring the book department up-to-date.

Window Displays

I began with displays, following the rule enforced during my year of work in that inspired Chicago experiment, The Book House, of making internal arrangement bring a different group of books before the customer each week. A table at the right of the entrance piled high with toys, I remember, obscured the view of the book shelves the day I entered the store. After a little, I was allowed to annex this table and almost without exception it has since held a weekly change of books. For the first few weeks I rotated Novels, Funny Books, Cook Books, Girls' Books, Boys' Books, etc., as much for the purpose of acquainting myself with the stock as of displaying it to the customers. Almost at once, I found that the rest of the sales force were learning things, too. Again and again they asked concerning old titles: "Is that a new book?" "When did that book come in?" Later the table became the display place of the newest and best selling books. Customers have acquired the habit of looking there to see what new books have come in, and the clerks know that they will find there the newest books from the different publishers.

For the children, room was found for a low table at the back of a larger table of miscellaneous display near the front of the store. Easily reached by the littlest folk, and always filled with small attractive books, this table has proved a gratifying aid to sales. Another small table, near the door, holds books such as need only to be seen to sell themselves or books marked down for clearance. Upton Sinclair's Books; Baseball Stories for Boys; 1920 Blue Books, specially

priced, \$2.00, are some of the signs accompanying recent displays on this table.

Our store is a rectangular hollow reaching from the sidewalk to the alley, with a rather small display window on either side of the entrance. The entire length is crowded with goods, well enough arranged but with inadequate display space for any of the departments. This lack of space led me to make the shelves and ledges holding the books themselves places of display. The device I most use is the simple one of turning at intervals the broadside of a book out to show its attractive jacket. Four or five copies of a title, one back of another, take up no more room than the same number standing with only the backs in view, and their attractiveness is increased many fold. Our section of popular copyrights lends itself especially well to this method. Indeed, it has no other means of display, except that three or four times a year one of the windows is given up for a week or two at least to popular copyrights.

Lack of opportunity for window display proved the most formidable obstacle to publicity. It was weeks after my arrival that I was allowed a window at all. "Some time before Christmas," I was told, "you can have a window for books," Kodaks, picnic supplies, bathing suits, sand toys, victrolas, etc., succeeded each other in the windows thru the summer and fall, with, if I remember correctly, but one or two brief periods when books were put in. It was with almost tearful joy that I received in November the concession of both windows for Children's Book Week. I arranged the windows myself, so eager to get everything in that I considerably overcrowded them both. I wanted all my children's books to have a chance. I couldn't bear to leave one of them out. Since then, I have had one of the windows for a week or two on an average of once in six weeks. Just now I have an attractive window of midsummer reading, proclaiming the slogan: Take along a Book, combined with the display of Back to Nature Books suggested for April by the Year-Round Bookselling Committee. There are still too many titles in the window, tho I am gradually learning the difficult lesson of restraint.

Year-Round Helps

Several times since Christmas, however, books have been combined with other window displays. A display of office furniture and supplies gave opportunity to add some Ronald Business Books. An island of Bibles and prayer books appeared as part of a sea of Easter novelties. Books on golf were included in a display of athletic goods. The Commencement Gift window included a

good selection of books for the boys and girls. We are doing much better than we did a year ago in the matter of window displays.

The posters sent out by the Year-Round Bookselling Committee are among our most effective selling helps. I have them arranged along the tops of the book cases nearest the front of the store, in place of the vases and waste baskets that used to stand there. "Buy a Book a Week" is a stimulating slogan, tho I am inclined to agree with Mr. Kroch that "Read a Book a Week" would be better. The original "More Books in the Home" is the slogan I like best of all.

When I came, the store had a mailing list of two or three hundred book customers, and this has been added to, till it numbers about 700, all actual book buyers, scattered over the territory of Eastern South Dakota, Southwestern Minnesota and Northwestern Iowa. To this list I write a brief letter each month, calling attention to books we have in stock.

Other Advertising

My July letter coördinates with my mid-summer window in stressing vacation books. With each letter is enclosed a monthly book list, imprinted. At Christmas time we shall send our clientele a large illustrated Christmas list.

We have done some newspaper advertising of books, but not in a manner continuous or expert enough to bring appreciable results. There is no regular book department in either of the two local papers. To have the time to attempt to work up such a department is one of my keenest desires and ambitions at present.

The bulk of the fall orders had been already given, when I arrived last year. The only new novels included were such titles as "Man of the Forest," Mary Marie," "River's End," "Harriet and the Piper." The fiction shelves were choked with unsaleable war books. The only book of new poetry in evidence was "Spoon River Anthology"—five copies intact—betraying that not one had been sold. There were no books on the drama; none on economic subjects; none on world affairs. Sioux Falls had apparently not heard of the "Economic Consequences of the Peace," for example.

Received With Caresses

I was allowed to order a limited number of books of my own choosing, an experiment to see if they would sell. I began with fiction, and my first real triumph over things as they were was when I pulled out the war books, root and branch, and put in their places the kind of fiction we used to sell at The Book House. I caressed every one of those books as I checked them in—"Great Hunger," "September," "Linda Condon," "Moon and Sixpence," "Miss Lulu Bett." And they sold—to be sure they sold! There were not a few customers who, like myself, received them

with caresses, and eagerly awaited the books that were to follow.

Fiction having proved itself saleable, I put in a shelf of books on present day problems and world affairs; then new poetry; then drama. All were innovations but all have sold to a degree, and we have every reason to believe, will sell increasingly as it is known that we have them in stock. We have sold a number of books on psychoanalysis. For the past few months our best sellers have been "Main Street," Moon Calf," "Brimming Cup," "Alice Adams," "The Outline of History." Mr. Christenson says that, tho the holiday sale of books was not so heavy as usual on account of the financial slump, there has never been a spring when books have sold so well as this year. So the outlook for coming months looks promising.

Some of the publishers' representatives resent my new policies in buying. One, whose backneyed line I refused entirely, looked wrathfully at my table display of fiction featuring "Main Street" and "Moon-Calf" and exclaimed: "Obscene books, written out of the mud!" The vendors of "serious of books" (I assure you that is what one salesman calls them) don't like my substitution of higher grade stories and pictures for the kiddies. But in general the salesman are sympathetic, and the second time they come try to show me the class of book I have told them I want. We shall have a wonderful fall stock of the finest possible current books.

The Great Fascination

The year has seen the initial stages of a reconstruction process that intoxicates me as I look ahead. I am beginning to know the book lovers, and I snatch minutes to read the books, I think approximately the needful one book in ten. Useless to keep on resolving that I will confine store work to store hours! The hours are long enough, in all conscience, for tho the 1920 census passed Sioux Falls into the 25,000 class, the stores of the city still cling to the Gopher Prairie custom of keeping open six full days the year round, and on top of that Saturday night. Yet every now and then I find myself waking at five in the morning in order to write my book letter, uninterrupted by customers, or reading the book reviews in the *Nation* or *Smart Set* till eleven o'clock at night.

Before my Fourth of July holiday I said, "I am going to forget books for a day and make myself one of those dashing gingham frocks. What I have actually done—this is the evening of the Fourth—has been to read the report of the Booksellers' Convention at Atlantic City thru to the last resolution, and Mr. Kroch's speech thru twice, and then spend the rest of the time writing this account for *THE PUBLISHERS' WEEKLY* because it may help somebody. Bookselling in Sioux Falls, as in any other place in the whole world, as one who has tried it can testify, is the Great Fascination.

Public Libraries and Their Book Purchasing

Committee Criticises American Prices on Imported Books

THE standing committees of the American Library Association on "Book Buying" submitted the following report to the annual conference of the Association at Swampscott during the week of June 20-25:

The Committee on Book Buying was formed in 1901 as a Committee on Relations with the Book-trade to combat the raised prices of the net system. This system had been introduced the preceding year with the organization of the American Publishers' Association and the American Booksellers' Association in the attempt to check ruinous price-cutting under which publishers were failing and book-stores were going rapidly out of existence. The new order fixed the retail price of a book for the first year after its publication. From this price the libraries received on non-fiction a discount of but 10 per cent as against the usual third off. In inaugurating the system the publishers promised such a reduction in the list price as to result in an actual advance of but 8 per cent in the cost of such books to libraries. Widespread observation, however, seemed to show an average advance of 20 per cent. Hence the A. L. A. Committee.

At the same time similar agitations were being conducted in England and Germany, tho over there no discount at all was allowed. Consequently there was much wigwagging between New York and London. For two years the American committee tried negotiation with the A. P. A., without apparent result, tho the Chairman of that day claimed imminent success was spoiled only by the untimely resolutions of certain library organizations. Then came a new committee pledged to strong action. Frontal attack, however, produced no more evident result than had the policy of conciliation; the committee's name after a year was changed to its present title, and it entered upon an energetic program of instruction in economic buying, issuing from 1903 to 1908 a series of thirty-five card bulletins, reprinted in library periodicals, and sent to 3000 addresses as a sort of correspondence course for small libraries. They counseled importation, delayed purchase, use of second-hand catalogs, remainder sales and auctions; they sought to arrange concerted buying, and checkmated adverse legislation at Washington. In the press this was known as the Librarians' Strike.

Dissolution of Publishers' Association

Then followed a lull of five or six years, with new attempts at a rapprochement, and then final dissolution of the A. P. A. in 1915, following certain court actions in allied cases which seemed to indicate that the publishers had been acting in restraint of trade and therefore violating the Sherman Act. These decisions led quickly to a run on Congress for legislation in the interest of price main-

tenance. In one instance the libraries' right of discount was at once involved. So for six years the Stephens Bill (H. R. 9671) and its precursor have been of concern to us all. Official representation led to amendment excluding libraries from its application.

Finally, as war's aftermath, last year's Committee denounced the German Börsenverein's system of inflated prices against foreign countries on the basis of their monetary exchange status, and particularly the instances of special discrimination against the United States.

In view of this record it becomes the first duty of the present Committee to report that the Stephens Bill still reposes in committee duly amended in our favor. It seems certain to remain thus dormant during the present Extra Session of Congress. The libraries' argument for exemption lies, of course, in the fact (1) that they are educational institutions, mostly supported by public taxation, and (2) that they are virtually wholesale purchasers.

Campaign for Lower Prices

This Committee's positive program during the six months of its existence has centered on foreign buying. This was suggested in the letter of its appointment. It became, thus, the residuary legatee of the war-time Committee on Importations. It has, however, had nothing to buy or sell. Its service has been advisory and, harking back to an early model, the advice has been given in a series of eight bulletins appearing in the following issues of the *Library Journal*: January 1 and 15; February 1 and 15; March 15; April 15; May 1; and June 1, 1921.

Two questions have been handled and by their nature they have of necessity chiefly interested the larger and the technical libraries, tho they ought to concern all. One is as old as the Association and will doubtless outlast it; the other is unique in our annals, as the War, its progenitor, is happily so.

The former covers the practice of American publishing houses' charging unduly high prices for their imported English issues. Time and again in past years has this Committee published the London and New York prices of the same editions, and advised importation as a steady habit. When there seemed danger that we would shake off sloth or timidity and act wholesale on such sound advice, the attempt was made in copyright revision to cut off our privilege of importing free of duty. So again in the *Library Journal* of March 15 (see also April 15), the deadly parallel was drawn, showing, on the one hand, three large houses listing their English titles at 74-142 per cent higher in New York than in London and, on the other hand, the fourth selling its American books in London at the New York prices. These list prices are the ones charged in-

dividuals; to libraries they ran 31-90 per cent cheaper when imported than when bought in New York. A difference of 21 per cent can be explained, for this is the sum of 15 per cent duty plus 6 per cent ocean transportation. The wide divergence is accounted for by the indefensible practice of American houses adding to the price of their imported books, a sufficient sum to cover resale to agents, instead of taking this out of the liberal discount London gives them. Thus the library pays the profit of publisher, importer and jobber. The proper source of the agent's supply is London unless New York contributes the agent's discount, and the librarian should order no English issue from its New York house on terms higher than the following, which now lie before the publishers as this Committee's proposal: English price converted into American money at current rate of exchange and two cents a shilling for ocean carriage, plus carriage from New York to library. Importing direct from England is cheaper still, but if time is an important factor, here is a substitute, the highest defensible one. As for personal orders, librarians ought to find it a pleasure to save as many of their clientele as possible from paying \$3.30 to \$4.60 for a book to be got for \$2.30, fresh from the press, and cheaper still in a year or two perhaps.

The Effect of Foreign Exchange

The other situation which has commanded the Committee's attention grew out of the demoralized condition of international exchange. Foreign money in general, compared with our dollar, fell below par. The American importing agent's profit fell proportionately; for if, as an example, the shilling came to be worth, not twenty-four cents, but eighteen, the value in American money of the discount granted in English money to the importer by the English publisher shrank thus 25 per cent. If he were to make his usual profit he must add 25 per cent to his usual charge, with the result that the library lost the gain that the enhanced purchasing power of the dollar in England ought to have brought. Quite evidently the Committee had no honorable alternative to advising the libraries to undertake their own importing.

If such were the case with English purchases, how much greater the gain in buying directly from France, when the franc fell from 19.3 cents to 6 cents, or Italy, with the lire melting from 19.3 to 3.5 cents, or Germany, seeing the mark drop from 23.8 cents to 1.5 cents. There was a time, for instance, when certain jobbers were charging twice the Paris price and eight times that of Leipzig, tho 25 per cent above the French rate and five times the German one would have yielded the antebellum profit.

In Germany this relatively simple situation was complicated by an extraordinary measure adopted by the Börsenverein der deutschen Buchhändler at the close of 1919 which has no counterpart in the history of international book-selling and has now virtu-

ally exploded, as set forth in the Committee's final bulletin. Its peculiarity lay not in the heightened prices charged foreigners but in fixing this surplus charge against the several countries each week according to the status of their exchange. Thus while nine cents was the arbitrary value assigned the mark for the United States in the schedule of February 1, 1920, or 660 per cent above the actual value, only 570 per cent was set down against England, 380 per cent to France, and 370 per cent to Italy, plus a Teuerungszuschlag of 20 per cent in all cases.

Action of the Börsenverein

The scheme was formulated by certain powerful publishers. They were a year in getting its acceptance by the Börsenverein, in which the retailers have a majority. But for once the Börsenverein's decree was defied by numerous important exporters, and it remained a dead letter till April, 1920. On that date the Government, on appeal of the publishers, assumed the enforcement. From that time onward its authority was respected, but less than two months were required to show the authorities that trade would not move under such a condition. Accordingly, tho the mark was dropping thruout last summer, America's percentage was kept at 170. This was changed to 250 in October, reduced to 200 in January, to 185 in February. For details see the Committee's first bulletin.

And now comes word that the system of having prices obey the fluctuations of money is abandoned. Instead the world is now divided into two classes according to their exchange status. In the upper group stand Belgium, China, Denmark, Egypt, England, France, Holland, Japan, Norway, Sweden, Switzerland, and the United States. In the lower group are placed Argentina, Brazil, Chile, Greece, Italy, Portugal and Spain. Under this arrangement the former countries will be charged double the domestic price, the latter only 60 per cent more than in Germany. The Teuerungszuschlag is cancelled. Now, as heretofore, antiquarian items are to be exempt. The situation, however, is left in a somewhat chaotic state by two opposing exceptions: (1) Publishers may charge more than 100 per cent if they like; (2) publishers may employ the domestic price if a bill totals more than M. 300. How the new measure will work out, time alone can tell.

Finally, the Committee lent its support to a widespread demand that the three new volumes proposed as supplements to the Eleventh edition of the *Encyclopedia Britannica* be issued on ordinary as well as the India paper alone announced, and in buckram with special stitching, as well as commercial bindings. The first plea was successful and the second will be allowed also, if enough support it.

M. LLEWELLYN RANEY, *Chairman.*
Johns Hopkins' University Library.
 ANNA G. HUBBARD
Cleveland Public Library.
 PURD B. WRIGHT
Kansas City Public Library.

English Book-Trade News

(From Our London Correspondent)

THE new publishers are showing considerable activity. The newest, Mr. Cape, who has had so large an experience in all sections of making and selling books, and who, like Mr. Jenkins, came to know how to sell a book to the actual buyer thru the medium of a bookseller's shop, in Mr. Cape's instance at Hatchard's and in Mr. Jenkins' at Lamley's, is fast becoming recognized as a publisher who is determined to give the British public the best of American literature of modern times. He has on his list books by Dorothy Canfield, Edgar Lee Masters, and H. L. Mencken. Excellent. But it is no easy task to make a big and satisfactory market for American books. Why? It would take a few pages of the PUBLISHERS' WEEKLY to explain. The basic reason is, however, "Localism." Putnam, Appleton, Harper and Lippincott, to say nothing of some smaller concerns, have been at it for a long series of years, and they would all tell you that it requires a great subtlety and a special, a very special treatment, different from the methods employed to sell English books, to put over the American work. It is good, tho, to note that the old insularity in its attitude towards the American book is not so vivid as it once was. And, as the years pass, it will grow less. Some of us who have been watching and working for this development feel a deep pleasure at this gradual transition from indifference to interest. Cecil Palmer has a good list for the autumn. He now has associated with him B. W. Matz of Dickensian fame. This enterprising firm—and this is a little proof of the increased interest in American literature—is to publish an English edition of *The Dial*. Leonard Parsons has made good his name as a publisher, and some of the best and most important works on the various phases of industrial situations are to be found on this list. Then, too, Daniel O'Connor is pushing to the front. He has just published a book on "America and England" by C. R. Enock which ought to be helpful. Selwyn & Blount—Roger Ingpen is the head, who used to be with Smith, Elder—has a choice list on the way, which includes Percy Moore Turner's "Appreciation of Painting." Mr. Turner lectured on art quite recently in America. Probably the biggest of the newest publishers is Thornton Butterworth, who visited the States not long since. Of course, he will bring out Mrs. Asquith's second volume, but his present list has a very definite American character. His two best sellers at the moment are "Edward Bok" and "Where the Pavement Ends." The former is going well, while John Russell's book is really a discovery and a capture, and promises to do better here than in America. Another capital "find" is Miss Kilpatrick, who really makes laughter in her "Educating Ernestine," following up "Our Elizabeth."

The best selling books just at the moment are:

NON FICTION

Sanders' "Edward, Prince of Wales."
Webster's "World Revolution."
Angell's "Fruits of Victory."
Shaw's "Back to Methuselah."
Eagle's "Books in General."
Mencken's "Prejudices."
Gosse's "Books on the Table."
Edward Bok Biography.
Williams' "Gallant Lorraine."

FICTION

Conyer's "Moya."
Ackland's "Dark Side Out."
Sackville West's "Dragon in Shallow Waters."
Begbie's "Ways of Laughter"
Vachell's "Blinkers"
Patrick's "Barbara Justice."
Robertson's "Through John's Eyes."
Hull's "Shadow of the East."
Laney's "Toll of the Sands."



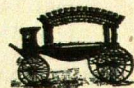
In Memory of

HALFPENNY POST Esq.

who after a long and useful career in which he
served his Country faithfully and well

WAS FOULLY MURDERED ON JUNE 12, 1921.

Here lies poor old Halfpenny Post,
Killed by the Act of KILLAWAY.
Let us hope that Halfpenny's Ghost
Will haunt him every night and day;
Freeze him with cold, with heat him roast
Until he puts his Bill away.



OUR BRITISH CONTEMPORARIES ARE EXTREMELY WRATHFUL OVER THE RECENT INCREASE OF 100% IN POSTAL RATES. THE BOOK-TRADE IS REGISTERING VIGOROUS PROTESTS IN ALL THE TRADE PAPERS. THE "CLIQUE" OF LONDON PRINTED THIS CARTOON IN A RECENT ISSUE.

Tales of a Traveler

"**D**O you hate so to see me?" I asked the woman who bought the books for her department of a large store.

"All you salesmen annoy me terribly!" was her answer.

I could only express my regret and promise her to annoy as little as possible. So she said she'd see me if I'd come back again at two o'clock.

At two o'clock, I again entered her department.

"You salesmen do annoy me terribly," again she told me. At which time, I rather began to believe that it must be true.

"You told me to come back," I said.

And she said she knew she had, but she wished she'd made it three instead.

I volunteered that we plunge into this "frightful" ordeal and get it over with, rather than postpone it even ten minutes longer. She thought it not a bad idea, at that.

"But I can't go to your hotel," she said.

"Perhaps we can do it just as well with what I've brought along with me," didn't she think? She did think possibly we could.

"But you salesmen are such annoyances!"

I conceded her that again.

She took her pencil out of her hair, and one by one as the names appeared on the list, we discussed them. Well, she didn't know. Perhaps . . . Well, perhaps. . . .

The matter was really getting serious as we were getting nowhere. So I pointed to one title which I knew she knew and she knew I knew she knew. So she couldn't get out of

that. I thought I had her cornered for a starter. But what a jumped-at conclusion! She confessed she knew the book, had read it; it sold well; in fact, she was always having calls for it.

"Then I'd better send you out about fifteen," I suggested.

"Mercy! Fifteen! What do you want to do? Paralyze my department? Tho I couldn't understand what she meant exactly by that, I asked her "How many then?"

"Two!" she said emphatically. "Two, at the most!"

"But isn't that rather foolish to order only two when you've been telling me it sold well and you were always having calls for it?"

"I was just thinking, maybe, I'd better not have any right now! Oh, I don't know. You salesmen are so annoying!"

"I'm not going to overload you," I told her. "Don't you see, it would be bad business for me to try to do that. Besides," I continued, "I've been in the business from your angle, too, and I realize what buying too heavily means!"

Her face brightened. "You do?" she asked. To my confirmation of my own story, she said, "Then I tell you, if you will, please look over my stock here, and make out an order for me. Then I'll look it over."

Which I did, to her perfect satisfaction.

"Most salesmen are such annoyances," she gleamed, "but really, you've been a great help to me! I thank you so much!"

Then I took my leave.

Both Poet and Novelist

THE general identification between the poet and the novelist has been of earlier fruition among the French than among ourselves, as in all their developments they are, if the word is not offensive, more precocious than we," says *The Bookman's Journal and Print Collector*. "Even in the last century almost all these novelists were poets, not excepting some members of the realistic school of Zola, who himself did not disdain to write a novel in bad poetical prose, and some of whose rhymes are even now being published posthumously. The names extend from the supreme instance of Hugo to Gautier and Paul Bourget, Catulle Mendès and Henri de Régnier, and a host of lesser men of our own day.

"It is as interesting to remember that Anatole France and Blasco Ibáñez began as poets as to remember that Gabriele d'Annunzio remains both poet and novelist. In England we had to wait for Meredith and Mr. Hardy before we witnessed great novels and great poetry achieved by the same men. Their predecessors in the novel were definitely, howsoever distinguished, prose minds fulfilling prose conceptions. Dickens in his attempts at the poetical

sinks into the maudlin, Charlotte Brontë into the insignificant, Thackeray is too wise to try. But following upon Meredith and Mr. Hardy, intermediately we meet Mr. Kipling, Mr. Belloc, and Mr. Chesterton, then their successors, Mr. de la Mare and Mr. Masfield, until at the present moment the identity between the poets and novelists becomes more and more evident. The names of of Ford Madox Hueffer, Rose Macaulay, Thomas Moulton, and Edward Shanks rise at once to the mind, and the greatest of his own generation, it may well be, in both arts, and in whose hands I should most feel the future of the novel to rest, the author of 'Sons and Lovers.' America, it is to be remarked, is at the beginning of a literature, and presents among her poets only the names of Mr. Anderson and Mr. Cournos as also distinguished in the sphere of the novel.

"I do not imagine that the poet-novelist will tend, *tout simple*, to incorporate his own poetry, as such, in his novels, tho there is no artistic canon to prevent him. For the practice, indeed, would be a pretty revival of the traditions established by Sidney and Lodge in the Elizabethan novel."

Among the Publishers

A Week's Gleanings of Book-trade News

JOHN DRINKWATER's new play, "Oliver Cromwell," will be published here early in the fall by Houghton Mifflin.

THE publication date of James Oliver Curwood's "The Flaming Forest" has been advanced and will be published August 10, by the Cosmopolitan Book Corporation.

"SNOW BLIND" in August. The idea is starting but not at all unpleasant. "Snow Blind" is Kathleen Newlin Burt's new novel to be published by Houghton Mifflin as one of its August books.

GILDA VARESI's successful play "Enter Madame," which Putnam published early this year, has been adopted by the University of California for use in the Department of Public Speaking.

THE Cleveland Foundation in October will publish in a single volume the report of its survey of the administration of criminal justice in Cleveland. The survey is directed by Dean Roscoe Pound and Professor Felix Frankfurter of Harvard Law School. Raymond Fosdick, author of "American Police Systems," has charge of the study of the Cleveland police system as part of the survey.

MANY LEADING players agree that golfers should be caught young by the lure of the game, for the best results, since it is very difficult to acquire the true golfing swing once the muscles are "set." Francis Ouimet, one of the greatest of amateur golfers, has discussed the problems of the young player in "Golf Facts For Young People" to be published this fall by the Century Co.

STOKES has just arranged for the publication in America of "Mr. Punch's History of Modern England." Two volumes are to be published this fall and the other two will be published next spring, and all will be illustrated with pictures taken from *Punch*. In style, this history will resemble Mr. Punch's "History of the Great War."

THE MACMILLAN COMPANY of Canada has announced the publication of two very interesting books. One is a translation into English by the French scholar, W. H. Blake, of a French Canadian Classic "Maria Chapdelaine" by Louis Hémon. Halévy in Paris has published a French translation. The other, following the precedent of the Gentleman with Dusting proclivities, is a Canadian parallel to the English volume. Sauce piquante is now available in the reflections of the "Mirrors of Ottawa" cast in the form of "Ottawa in Masquerade" by The Makeup Man.

GOVERNEUR MORRIS has a new novel on Dodd, Mead's fall list, an adventure story, "Yellow Men and Gold."

A NEW VOLUME of verse by Aline Kilmer, author of "Candles That Burn" and wife of Joyce Kilmer, the poet, will be published this fall by Doran. Its title will be "Vigils."

HENDRIK VAN LOON's "The Story of Man-kind," which was originally scheduled for publication in eight small volumes, will appear in one volume of some 500 pages. It will be published early in the fall by Boni & Live-right.

ELIZABETH SANXAY HOLDING, author of "Invincible Minnie," has had a second novel published by Doran this month, "Rosaleen Among the Artists." A serial entitled "Angelica," now appearing in *Munsey's* is announced by Doran to follow Rosaleen.

HENRY SYDNOR HARRISON, author of "Queed," has written, after a long silence during the years of his war service, a new novel "Saint Teresa." It is reported to be the story of a very modern Teresa, and her adventures in big business. (Houghton Mifflin.)

DR. LINWOOD TAFT, Ph.D., Director of Pagantry of the Drama League of America, who wrote and directed the Centennial Pageant in Savannah, Ga., and has just completed the direction of a Pilgrim Pageant in Brockton, Mass., has prepared "The Technique of Pageantry" to be published at an early date by A. S. Barnes & Co.

BECAUSE of his graphic descriptions of fist fights in "The Broad Highway" and "The Amateur Gentleman" Jeffrey Farnol, the English author, was sent over to report the Dempsey-Carpentier world championship contest for the London *Daily Mail*. Mr. Farnol's sequel to "Black Bartlemy's Treasure" will be published in October by Little, Brown, under the title "Martin Conisby's Vengeance."

RECENTLY San Francisco dispatches to a New York newspaper announced the return from an extensive South Sea exploration trip of the auxiliary yacht "Kawa," whose discoveries included the finding of a new group of Polynesian islands. Putnam will publish in September a book by Walter E. Traprock leader of the expedition. The illustrations will include photographs which are said to establish scientific discoveries of almost revolutionary nature and great popular interest.

Obituary Notes

REV. DR. CYRUS I. SCOFIELD, editor of the Scofield Reference Bible, died at his home in Douglaston, Long Island, on July 24th. He was born in Michigan seventy-eight years ago, and fought under Lee in the Confederate Army. Soon after being admitted to the bar in 1869, he served a term in the Kansas Legislature and for a time was U. S. Attorney for that state. Since entering the ministry in 1872, he has written and published a number of books on religious subjects; including "Rightly Dividing the Word of Truth" and "No Room at the End," besides editing his well-known Reference Bible.

MARY LOUISE STEWART MOLESWORTH, the English novelist and writer of books for children, died on July 21st. She was born in Holland in 1842, and in 1861 married Major R. Molesworth of the Royal Dragoons. In her earlier years as a writer, her juvenile books were unusually popular; many of them are still in actual demand. The list of her publications, including a few novels, number sixty or more titles, among the best known being "The Cuckoo Clock," "Carrots," "Grandmother Dear," "Robin Redbreast," "Tell Me a Story," and "Us."

Communications

Books for Poland

Editor, PUBLISHERS' WEEKLY:

I am just in receipt of a letter from Mr. J. C. Manry, Secretary, Student Relief, Poland, reading as follows:

"The intellectual world of Poland feels isolated from the English speaking countries and the currents of thought there, not only because we have no recent English books here, but also because people do not know even what has been published. I am, therefore, writing to ask you to send me copies of recent catalogs of serious books in English. These I will place where the information is needed.

"Also please ask the publishers to send one copy of their catalogs to each of the following addresses:

"The Librarian, University of Wilno, Wilno, Poland; Dr. Stefan Pawlik, Rector of the Polytechnic, Iwów, Poland; Dr. J. Estreicher, Chemical Laboratory, University, Kraków, Poland; The Librarian, University of Warsaw, Warsaw, Poland; Prof. F. Znaniecki, Poznań University, Poznań, Poland; The Librarian, University of Lublin, Poland."

In response to this appeal, will you be good enough to give publicity to this request?

STEPHEN P. DUGGAN, *Director*.

"Lyons" Getting Scarce!

June 27, 1921.

Editor, PUBLISHERS' WEEKLY:

This library desires to add its name to the list of victims who have been robbed of Lyons' Colonial History of New England (on our

missing list for over two years). I understand that a systematic attempt has been made to rob as many libraries as possible of this valuable work. Besides our own, I believe that Boston, Brockton and New Bedford have been victimized. Any suggestion as to a method for recovering our property or securing a new volume would be much appreciated.

ROBERT K. SHAW,
Librarian, Worcester Public Library.

Postage Paid By Check

IT is announced that hereafter checks certified by member banks of the Federal Reserve System will be accepted in payment of postage stamps and stamped paper. Heretofore only currency was received for this purpose, but in order that the public may be accommodated this new method has been adopted.

Authors A-Tramp

WHEN Stephen Graham arrived last month from England, he was en route for Springfield, Illinois, where he is to begin a tramp trip with Vachel Lindsay. To both, this trip, which is to be along the northwestern frontier to Glacier Park, is a third excursion onto American highways and it ought to bring forth two books of divergent but equal interest.

How Latin is Taught

THAT Latin should be taught in high schools but, like every other language, should not be required of high school students or be necessary for college entrance was emphasized by Dr. Snedden, Edwin L. Miller, a Detroit high school principal; Superintendent John L. Tildsley of New York, and by others.

The chief drawbacks of Latin as at present offered in high schools, Principal Miller said, were that it was so uninterestingly taught and was presented with so little relation to the interesting things of Roman life.

"Imagine an English course," he said "made up of one year of grammar, one year of Grant's Memoir, one year of Burke's speeches, and one year of 'Paradise Lost'!"

Business Notes

ADELAIDE, SOUTH AUSTRALIA—The Harvey Book Company has bought out the book stock of E. S. Wigg & Sons, an account known to a number of American publishers.

MELBOURNE, AUSTRALIA—Thomas C. Lothian, Ltd., the Australian agents for a number of English and American publishers, is sending a representative to the United States to arrive about August 1st. His address will be in care of F. H. Revell Company, New York.

NEW YORK CITY—E. L. Wenrick, formerly at Mechanicsburg, Pa., is now located at 51 East 87th Street.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, Anne

The two worlds of attraction. 183 p. D [c. '21] Bost., Christopher Pub. House \$1.50 n.

Communications received thru automatic writing telling of the conditions of personal life after death.

American Travel and Hotel Directory

American hotel supply directory; [a catalogue and classified "buyer's guide" to leading outfitters or supply houses specially soliciting trade from hotels, restaurants and clubs, or equipped to supply food, beverages or sleeping quarter requisites for rail and water transportation services.] 200 p. il. pls. maps O (Traveler's blue book) '21 N. Y., Harold W. Phillips, 1133 B'way pap. \$2

British-America ed., 1921; [containing il. and descriptive reports on all provinces and British colonies of the North American continent; with review of cities, transportation and hotel conditions.] 200 p. il. pls. maps O (Traveler's blue book) N. Y., Harold W. Phillips pap. \$2

Hotel credits; [a list of attorneys in over 2500 cities of the Western Hemisphere, specializing on this activity.] 64 p. Q '21 N. Y., Harold W. Phillips pap. 50 c.

Individual state ed., 1921; [a further subdivision of states; with large maps folded into pocket.] 32 to 64 p. ea. il. pls. O (Traveler's blue book. N. Y., Harold W. Phillips pap. ea. 50 c.

Latin America ed., 1921; [printed in Spanish and English, il. and describing Cuba, Mexico, and all republics and colonies south on the Western Hemisphere; with travel and hotel information. 200 p. il. pls. maps O (Traveler's blue book) N. Y., Harold W. Phillips pap. \$2

Abrams, Duff Andrew

Effect of tannic acid on the strength of concrete; authorized reprint from the copyrighted proceedings of the American society for testing materials; v. 20, pt. 1, 1920. 31 p. (1½ p. bibl.) charts tabs. O (Bull. 7) Chic., Structural Materials Research Laboratory, Lewis Institute pap. gratis

American Child Hygiene Assn.

Statistical report of infant mortality for 1920 in 519 cities of the United States. 16 p. tabs. fold.

Mother ed., 1921; [contains all information regarding transportation and hotel accommodations in North, Central and Latin America; with a review of their industrial activities, points of interest, climatic conditions, holidays, customs, etc.] 2000 p. il. pls. maps O N. Y., Harold W. Phillips, \$10

United States ed., 1921; [including il. descriptions of all states in the Union, including territories of Alaska and the Hawaiian Islands; with complete reports of all communities and their hotel accommodations. O 900 p. il. pls. maps (Traveler's blue book) N. Y., Harold W. Phillips \$5

Anderson, Anne

The briar-rose book of old, old fairy tales. 158 p. il. (part col.) Q '20 N. Y., Stokes \$6 n.

Architects' (The) Small House Service Bureau of Minnesota, Inc.

How to plan, finance and build your home. 155 p. pls. il. plans F [c. '21] New Orleans, La., Southern Pine Assn. bds. \$2 50

Inexpensive homes from three to six rooms, together with suggestions, for interior decorating planning the home grounds, installation of labor-saving devices, painting inside and out, heating system, and other information for comfort.

Automobile (The) Club of America

The associated tours guide; 8th season, 1921. 92 p. il. maps Q [c. '21] N. Y., The Automobile Club of America, 247 W. 54th St. pap. 50 c. n.

Thirty thousand miles of selected highways from coast to coast, including laws governing automobilists in each state, hotels, ferries, together with time tables, mileages, garages and other useful information.

chart Q Balt., Am. Child Hygiene Assn., 1211 Cathedral St. pap. gratis

American law reports annotated; editor in chief Burdett A. Rich [and others], assisted by the exceptionally experienced editorial organizations of the publishers; v. 10; The Lawyers co-operative pub. co., Rochester, N. Y., Edward Thompson Co., Northport, L. I., N. Y., Bancroft-Whitney Co., San Francisco, Cal. 1662 p. O '21 San Francisco, Cal., Bancroft-Whitney Co. buck. \$8.50 n.

Baker, Edna Dean, and Baker, Clara Belle

The Bible in graded story; for use in week-day schools of religion, church vacation day schools and in home training; v. 1, The Good Shepherd. 83 p. front. pls. sq. D (The Abingdon religious education texts) [c. '21] N. Y. and Cin., The Abingdon Press 75 c. n.

Stories and poems for children from 12 to 15 years.

Baker, George P.

The Pilgrim spirit; a pageant in celebration of the tercentenary of the landing of the Pilgrims at Plymouth, Mass., December 21, 1620; acted and sung by the people of Plymouth, Kingston, Duxbury, and Marshfield, July 13, 14, 15, 16, 30, August 1, 2, 3, 10, 11, 12, 13, 1921, in the State reservation by Plymouth Rock. 136 p. D [c. '21] Bost., M. Jones pap. 50 c.; ill. ed. \$1.50 n.

Bailey, Carolyn Sherwin

Merry tales for children; best stories of humor for boys and girls. 374 p. D [c. '21] Springfield, Mass., M. Bradley \$2 n.

Stories from every source are here represented, both old and modern.

Beaton, James A., and Chambers, Alfred B., eds.

Conklin's handy manual of useful information; combined with Edison's encyclopedia and atlas of the world; the world's knowledge in a nutshell; rev. and enl. 477 p. tabs. fold. col. maps nar. T [c. '07-'21] Chic., Laird & Lee \$1

This edition contains much new data and general information about America and Europe accumulated during and since the war.

Benedict, Bertram

The larger socialism. 243 p. D c. N. Y., Macmillan \$2.50 n.

Partial contents: Socialism and quality of production; Socialism and Guild socialism; Socialism and the Marxian cast of thought; Socialism and the ethical appeal.

Black's gardening dictionary; ed. by E. T.

Ellis, [and others]; with calendars for work throughout the year. 16+1237 p. O '21 N. Y., Macmillan \$6 n.

Black's simple cookery and household management; ed. by the Edinburgh school of

cookery and domestic economy. 116 p. O '21 N. Y., Macmillan \$2 n.

Blackmore, Richard Doddridge

Lorna Doone; a romance of Exmoor; ed. by Carolyn Sherwin Bailey; il. by Harold Brett. 351 p. col. front. col. pls. O [c. '21] Springfield, Mass., M. Bradley \$3.50 n.

A holiday edition.

Bond, Paul Stanley, and others

The R. O. T. C. manual; freshman course; first year basic; a text-book for the Reserve officer training corps. 336 p. il. O [c. '21] Balt., Johns Hopkins Press \$2.50 n.

Red, white and blue manual; v. 1, Red course. 328 p. il. O [c. '21] Balt., Johns Hopkins Press \$2.50 n.

Briggs, Lloyd Vernon

The manner of man that kills; Spencer-Czolgosz-Richeson. 444 p. front. (por.) pors. O [c. '21] Bost., Badger \$5 n.

A critical study of the various types of criminal, pointing out that society is to blame for its lack of responsibility for the mentally ill. The author sums up what this eventually costs the State.

Brown, J. Hullah

Sketching without a master. 300 p. il. O '20 N. Y., Nelson \$1.75 n.

Brown, Oswald Eugene

The Christianization of American life. 160 p. D c. N. Y. and Chic., Revell \$1.25 n.

Bulstrade, Beatrix [Mrs. Edward Manico Gull]

A tale of a tour in Mongolia. 237 p. il. O '20 N. Y., Stokes \$5 n.

Butler, Frank Hedges

Fifty years of travel. 421 p. il. O '21 N. Y., Stokes \$6 n.

Chaffee, Allen

Twinkly eyes and the Lone Lake folk; a true-to-nature story; il. by Peter J. Da Ru. 121 p. front. pls. D c. Springfield, Mass., M. Bradley \$1 n.

Twinkly eyes at Valley farm; the adventures of a little black bear; il. by Peter Da Ru. 111 p. front. pls. D c. Springfield, Mass., M. Bradley \$1 n.

Outdoor stories for boys and girls from 8 to 10 years.

Berlin and Gorham, New Hampshire directory, v. 10. 337 p. O '19 c. '20 Springfield, Mass., H. A. Manning Co. \$5

Berlin and Gorham, Schenectady directory, 1921. O Springfield, Mass., H. A. Manning \$8

Bible. Old Testament

Ecclesiastes; or, The preacher; ed. by John Henry Nash. 17 p. Q (No. 255) '20 San Francisco, Cal., J. H. Nash priv. pr. [300 copies]

Biennial cumulative index-digest to the American law reports annotated for the years 1919, 1920; vols. 1-9. A. L. R.; combined indexes to cases and annotations; The Lawyers co-operative pub. co., Rochester, N. Y.; Edward Thompson Co., Northport, L. I., N. Y., Bancroft-Whitney Co., San Francisco, Cal. 503 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck. \$2.50 n.

Bolland, William Craddock

The year books; lectures delivered in the Univ. of London at the request of the Faculty of laws. 11+84 p. D '21 N. Y., Macmillan \$2.40 n.

Booth, Mary Josephine

Material on geography which may be obtained free or at small cost; 2nd rev. ed. 5+112 p. O (The Normal School bull. no. 69) '20 Charleston, Ill., Eastern Illinois State Normal School pap. gratis

California. District Courts of Appeal

Reports of cases determined in the District courts of appeal of the state of California from April 28, 1919, to June 27, 1919; Randolph V. Whiting, reporter [assisted by others]; v. 41, 929 p. O '21 San Francisco, Cal., Bancroft-Whitney Co. buck. \$3 n.

California. Supreme Court

Reports of cases determined in the Supreme court of the state of California from August 7, 1919, to December 30, 1919; Randolph V. Whiting, reporter; v. 181, 931 p. O '21 San Francisco, Cal., Bancroft-Whitney Co. buck. \$3 n.

Carnegie Endowment for International Peace

List of references on disarmament and cost of armaments and war; prepared in the library of the Carnegie endowment for international peace. 6 typewritten sheets Q Wash., D. C., Carnegie Endowment for International Peace pap.

Chekhov, Anton Pavlovich

The horse-stealers and other stories; from the Russian by Constance Garnett. 300 p. D c. N. Y., Macmillan \$2.25 n.

Among the other stories are, "A dead boy," "Old Age," "Minds in ferment," "The Jeune Premier," "A happy man," "An actor's end."

Cobb, Irvin Shrewsbury

A plea for old Cap Collier; front. by Tony Sarg. 56 p. D [c. '21] N. Y., Doran bds. 75 c. n.

A humorously written defense of the dime novel and other types of stories which boys love to read but which according to some educators are not "uplifting."

Cole, Rex Vicat

Perspective as applied to pictures. 277 p. il. O (New art library) '21 Phil., Lippincott \$4.50 n.

Commons, John Rogers, and others

Industrial government. 13+425 p. D c. N. Y., Macmillan \$3 n.

The result of the investigations which were carried on in 1919 by a company of educators who were sent from Wisconsin to Maine to study industrial conditions.

Cooke, A. O.

At the zoo; [children with wild animals.] 160 p. il. col. pls. Q '20 N. Y., Nelson \$2.50 n.

Copeland, Edwin Bingham

The coco-nut; 2nd ed., rev. 16+225 p. front. il. O '21 N. Y., Macmillan \$6 n.

Coppens, Charles, and Spalding, Henry S.

Moral principles and medical practice; new and enl. ed. 320 p. O '21 N. Y., Benziger Bros. \$2.50 n.

Cornell, Fred C.

The glamour of prospecting; a true account of the author's prospecting trips to out-of-the-way parts of Africa, Namaqualand, Bushmanland, Mozambique, and other little known districts, in search of copper, gold, diamonds, and emeralds. 334 p. il. O '20 N. Y., Stokes \$6 n.

Crowell, Benedict, and Wilson, Robert Forest

How America went to war; in 6 v.; vols. 1, 2, and 3. various paging il. maps O c. New Haven, Conn., Yale Univ. Press \$42 n. per set

Davis, Ozora Stearns

Evangelistic preaching. 240 p. D c. N. Y. and Chic., Revell \$1.50 n.

Delafield, E. M. See De La Pasture, Edmée.

De La Pasture, Edmée Elizabeth Monica [E.

M. Delafield, pseud.]

The heel of Achilles. 481 p. D c. N. Y., Macmillan \$2.50 n.
A story of home life.

Demangeon, Albert

America and the race for world dominion; formerly published in France under the title *Le déclin de l'Europe*; tr. by Arthur Bartlett Maurice. 14+234 p. D c. Garden City, N. Y., Doubleday, Page \$2 n.

Dudeney, Henry Ernest

The Canterbury puzzles; [for high grade.] 250 p. il. O '20 N. Y., Nelson \$1.75 n.

Ealand, C. A.

Insect life. 203 p. front. il. (part col.) O '21 N. Y., Macmillan \$12 n.

Ellis, Havelock i.e. Henry Havelock

Impressions and comments; 2nd series; 1914-1920. 248 p. O '21 Bost., Houghton Mifflin \$2.75 n.

Impressions of the peace negotiations, a trip thru Italy and recollections during the period of the war, told in diary form.

Evans, Larry

Winner take all. 241 p. D [c. '20] N. Y., H. K. Fly Co., 9 Barrow St. \$1.75 n.

The story of a whimsical, homely, whole-souled man from the Southwest.

Fawcett, Douglas

Divine imagining; an essay on the first principles of philosophy; being a continuation of the experiment which took shape first in *The world as imagination*. 38+249 p. O (World as imagination ser., no. 2) '21 N. Y., Macmillan \$5 n.

Fox, Irving P.

One thousand ways and schemes to attract trade; gathered from actual experiences of successful merchants; il. with hundreds of half-tone and line cuts suitable for advertising purposes; 4th ed. 195 p. O [c. '21] Bost., The Spatula Pub. Co., Sudbury St. \$1.50 n.

Fraser, Lovat

Nursery rhymes. 32 p. il. col. pls. Q '20 N. Y., Nelson \$1.75 n.

Galway, Conor

Toward the dawn; [a romance of Ulster and Ireland, leading up to the recent Irish rebellion.] 315 p. D '20 N. Y., Stokes \$2 n.

Garis, Howard Roger

Rick and Ruddy in camp; the adventures of a boy and his dog; il. by Milo Winter. 254 p. front. pls. D c. Springfield, Mass., M. Bradley \$1.75 n.

The story of how the kindness of a boy towards a shipwrecked dog was repaid.

Clute, William Kent

The law of modern municipal charters and the organization of cities on commission, city manager and federal plans; a commentary on the home rule of Arizona, California, Colorado, Michigan, Minnesota, Missouri, Ohio, Oklahoma, Oregon, Texas, and Washington; including as models the complete charters of Dayton, Des Moines, Galveston, Grand Rapids, Houston and St. Louis; 2 v. 1517 p. O c. '20 Detroit, Mich., F. S. Drake, 97 Woodward St. buck. \$20 n.

Federal Trade Information Service

Federal taxes for 1920; in the light of decisions

of courts and the United States Treasury dept.; with pasted insert showing facsimile reproductions, correctly filled in, of the new forms prepared by the Bu. of Internal Revenue which taxpayers must use in making returns for 1920. 56 p. tabs. fold. facsm. D [c. '21] N. Y. and Wash., D. C., Federal Trade Information Service pap. apply

Felt, Dorr Eugene

Is organized labor slipping; an address delivered before the National assn. of employment managers [Dec. 13, 1919.] 14 p. D Chic. [Author], 1713 N. Paulina St. pap.

Gleason, Arthur Huntington

Workers' education; rev. ed.; American experiments; with a few foreign examples; June 25, 1921. 87 p. (6 p. bibl.) O [c. '21] N. Y., Bureau of Industrial Research pap. 50 c.

Grant, William, and Dixon, James Main

Manual of modern Scots; [with glossary of Scots words in extracts.] 22+500 p. O '21 N. Y., Macmillan \$7 n.

Hamsun, Knut

Pan; tr. from the Norwegian by W. W. Worcester; with an introd. by Edwin Bjorkman. 14+202 p. D c. N. Y., Knopf \$2 n.

The story of a man who lives alone on the edge of a wood with his dog, and of his great love for the sophisticated daughter of a local trader, who later tears him to the soul.

Hardy, Evelyn

At the farm; [children in the country.] 160 p. il. col. pls. Q '20 N. Y., Nelson \$2.50 n.

Hardy, Thomas

Thomas Hardy's novels; anniversary ed.; 20 v. O '20 N. Y., Harper \$80 n. [1250 sets]

Henley, William Ernest

Essays; v. 2; [Fielding, Smollett, Hazlitt, Burns, Byron's world, "Pippin," Othello, "T.E.B.," Old England, Balzac, Hugo.] 10+450 p. D '21 N. Y., Macmillan \$4.50 n.

Plays; v. 3; [Deacon Brodie, Admiral Guinea, Beau Austin, Robert Macaire.] 295 p. D '21 N. Y., Macmillan \$4.50 n.

Henry, Stuart

French essays and profiles. 8+334 p. O [c. '21] N. Y., Dutton \$2.50 n.

Partial contents: The poetic legacy of Leconte De Lisle; The great era of the French ballet; Hedda Gabler and the Parisians; François Coppée Gautier, Gyp, Loti, Sardou.

Hervey, Mary F.

The life, correspondence and collections of Thomas Howard, Earl of Arundel, "Father of Vertu in England." 31+562 p. front. chart il. O '21 N. Y., Macmillan \$25 n.

Heyman, Katherine Ruth

The relation of ultramodern to archaic music; [a ser. of lectures.] 137 p. il. D c. Bost., Small, Maynard & Co. bds. \$1.50 n.

Goodale, Hubert Dana, and others

Broodiness in domestic fowl; data concerning its inheritance in Rhode Island red breed. various paging tabs. O (Bull. no. 109) Amherst, Mass., Agricultural Experiment Station pap.

Haggerty, Melvin Everett, and others

National intelligence tests: scale A, form 2; Scale B, form 2; Keys for scale A, form 2; Key for scale B, form 2; supplement to Manual of directions. 12 p. Q c. Yonkers, N. Y., World Bk. Co. pap. \$1.60 n. per 25 copies.

Hall, Benjamin Mortimer, and Hall, Maxcy Reddick

Third report on the water powers of Georgia. 8+316 p. front. pls. tabs. maps (part fold.) O Bull. no. 38) Atlanta, Ga., Geological Survey of Georgia apply

Handschin, Walter Frederick, and others

The horse and the tractor; an economic study of their use on farms in central Illinois. 56 p. il. O '21 (Agric. experiment station bull. no. 231), '21 Urbana, Ill., Univ. of Illinois pap. 12 c.

Hobson, John Atkinson

Problems of a new world. 277 p. D '21 N. Y., Macmillan \$2.50 n.

Holding, Elisabeth Sanxay

Rosaleen among the artists. 290 p. D [c. '21] N. Y., Doran \$1.90 n.

A story of a girl who made her way into the New York art colony.

Hoover, Simon Robert

Bookkeeping and accounting practice. 301 p. il. O c. '20 Chic., A. W. Shaw \$5 n.

Hubbard, Elbert

Abe Lincoln and Nancy Hanks; being one of Elbert Hubbard's famous little journeys to which is added for full measure a tribute to the mother of Lincoln. 9+63 p. il. por. S [c. '20] East Aurora, N. Y., The Roycrofters \$1.50 n.

Hutchinson, Arthur Stuart Menteth

If winter comes. 415 p. D c. Bost., Little, Brown \$2 n.

The story of a man resolutely following his vision of the better world to come, and of his love for Nona, who becomes the symbol of his vision.

Jacques, John Godfrey, and Wellman, Adelaide D.

Escape from Siberian exile. 7+288 p. il. map por. D [c. '21] Mountain View, Cal., Pacific Press Pub. Assn. \$1.25

Jastrow, Morris

An old Babylonian version of the Gilgamesh epic. 106 p. il. pls. O (Yale oriental ser.) c. New Haven, Conn., Yale Univ. Press pap. \$2.50; \$3.75 n.

Johnson, George F., and others

The management and the worker. 256 p. il. O (Shaw labor ser.) c. '20 Chic., A. W. Shaw \$3 n.

Keeler, Mrs. Ellen C.

The balance wheel; [forty years of the Woman's home missionary society of the M. E. church.] 216 p. D c. N. Y., Woman's Home Missionary Society, 150 5th Ave. pap. 75 c.; \$1.25 n.

Knight, Frank Hyneman

Risk, uncertainty and profit. 14+381 p. O (Hart, Schaffner & Marx prize essays in economics) c. Bost., Houghton Mifflin \$3 n.

The author is associate professor of economics, State University of Iowa.

Hedger, Caroline

The well baby primer. 27 p. il. por. pls. tabs. O [c. '19] Chic., Elizabeth McCormick Memo. Fund. pap. 15 c.

Higham, C. S. S.

The development of the Leeward Islands under the Restoration, 1660-1688; a study of the Foundations of the old colonial system; Prince consort prize essay, 1920. 266 p. diagrs. maps O '21 N. Y., Macmillan \$9 n.

Illinois. Board for Vocational Education

Summary record of project in vocational agriculture; prepared by Carl Colvin; approved by Francis G. Blair. 18 p. O (Bull. no. 18) Springfield, Ill., Bd. for Vocational Education pap.

International Conciliation

Convention for the control of the trade in arms and ammunition, and protocol, signed at Saint-Germain-en-Laye; Sept. 10, 1919. various paging D (No. 164; July, 1921) N. Y., Am. Assn. for International Peace pap. apply

North, Sir Thomas, tr.

Plutarch's lives; a selection; ed. by P. Giles. 15+254 p. S '21 N. Y., Macmillan \$1.20 n.

Noyes, Frederick Bogue

A textbook of dental histology and embryology; including laboratory directions; 3rd, thoroughly rev. ed., with a chapter on the absorption of the roots of teeth, by Newton George Thomas. 17+454 p. il. pls. (part col.) O c. '21 Phil., Lea & Febiger \$6.50 n.

O'Neil, Elizabeth

Stories that words tell us. 250 p. O '20 N. Y., Nelson \$1.75 n.

Owen, Will

Three jolly sailors. 90 p. col. pls. Q '20 N. Y., Nelson bds. \$2 n.

Oman, John Wood

The paradox of the world; sermons. 292 p. D '21 N. Y., Macmillan \$3.50 n.

Parker, B.

The hole and the corner book; [verses for children]; il. by N. Parker. 54 p. Q '20 N. Y., Stokes \$3 n.

Parker, Linette A.

Materia medica and therapeutics; a textbook for nurses; 3rd ed. thoroughly rev. 8+352 p. il. col. pls. diagrs. D (The nurses textbook ser.) '21 Phil., Lea & Febiger \$2.50 n.

Parslow, Eva Ashley

The star of gold, and other poems. 62 p. front. (por.) D [c. '21] Bost., Stratford Co. bds. \$1.50 n.

Parsons, John W.

A sign; instruction in the scientific method of right thinking, the principle of true prayer. 151 p. S [c. '21] Portland, Ore. [Author], P. O. Box 1008 pap. \$2.10; mor. \$5 n.

Partial contents: The standard of perfection; The evolution of man's concept of God; The unity of God and man; Heaven and Hell; Man's apparent duality; Things are what we think; Concentration; Fear; God the only creator.

Parsons, Mabel Holmes

Pastels and silhouettes; a book of verse; il. by Phyllis Muirden. 89 p. D c. Bost., The

Niemi, Clemens

Americanization of the Finnish people in Houghton County, Michigan. 43 p. front. (map) il. tabs. Q '21 Duluth, Minn., The Finnish Daily Pub. Co., 31 E. Michigan St. pap.

Oregon. Supreme Court

Reports of cases decided in the Supreme court of the state of Oregon; Frank A. Turner, reporter; v. 97; from July 6, 1920, to November 9, 1920. 803 p. O '21 San Francisco, Cal., Bancroft-Whitney Co. buck. \$5 n.

Pease, Arthur Stanley, ed.

M. Tulli Ciceronis de divinatione, liber primus, pt. 1; with commentary. 168 p. O (Studies in language and literature, v. 6, no. 2) c. Urbana, Ill., Univ. of Illinois pap. \$1.50 n.

Pennsylvania. Bureau of Statistics and Information.

Report on productive industries of the Commonwealth of Pennsylvania for 1916-17-18-19. 878 p. tabs. O '20 Harrisburg, Pa., Dept. of Internal Affairs apply

Pennsylvania. Laws, Statutes, etc.

Digest of Pennsylvania statute law 1920 [com-

Stratford Co. bds. \$1.50 n.

Some of these poems have appeared in *Poet Lore*, *Munsey's* and *The Spectator*.

Pierce, Katherine Milner

A song of faith. [verse] 90 p. D c. Bost., Stratford Co. bds. \$1.60 n.

Pell, Edward Leigh

What did Jesus really teach about prayer? 203 p. D c. N. Y. and Chic., Revell \$1.50 n.

Pollen, John Hungerford

Sources of the history of Roman Catholics in England, Ireland, and Scotland; from the Reformation period to that of emancipation. 5+47 p. D (Helps for students of history) '21 N. Y., Macmillan 50 c. n.

Price, Charles W., and others

Wages, working conditions and profits. 256 p. il. O c. '20 (Shaw labor ser.) c. '20 Chic., A. W. Shaw \$3 n.

Racine, Jean Baptiste

Mithridate, tragédie; ed., with introd., notes, and vocabulary by Leo Rich Lewis. 55+176 p. front. il. pors. maps facsm. D '21 Chic., Sanborn \$1 n.

Raeburn, Harold

Mountaineering art; [a complete exposition of the art of climbing and mountaineering in all its forms; with special attention to modern technique and safety equipment.] 274 p. il. O '20 N. Y., Stokes \$5 n.

Reynolds, Francis Joseph, and Churchill, Allen Leon, eds.

World's war events, recorded by statesmen, commanders, historians and by men who fought or saw the great campaigns; 3 v. various paging fronts. maps (part fold.) facsm. D [c. '21] N. Y., P. F. Collier & Son Co. \$7 [with magazine subs.]

Rinehart, Mary Robert [Mrs. Stanley Marshall Rinehart]

Sight unseen and The confession. 307 p. D [c. '21] N. Y., Doran \$1.75 n.

Two stories one having to do with a psychic adventure, and the other dealing with a mysterious episode.

pletel]; based on Pepper and Lewis' Digest of laws of Pennsylvania, containing all the general statutes of the commonwealth down to 1920; with notes showing sources and derivation of statutes and a chronological table of acts, 1683-1920; comp. by members of the editorial staff of the West publishing company. 38+2736 p. Q c. St. Paul, Minn., West Pub. Co. buck. \$15 n.

Pillsbury, Henry Augustus

Barnacles of the San Juan Islands, Washington. various paging il. pls. O (No. 2362; from the proceedings of the U. S. Nat. Museum, v. 59) '21 Wash., D. C., Gov. Fr. Off., Supt. of Doc. pap.

Pulteney, Isabel

Problems of the birth-rate; a lecture given at the Mary Summer House on Oct. 20, 1920. 12 p. D '21 N. Y., Macmillan 30 c. n.

Reed, Hiram Allan

A concise manual of style; rev. ed.; compiled for use in the printing house of the American Baptist publication society. 75 p. D '20 c. '21 Phil., Am. Baptist Pub. Society pap. gratis

Simpson, William John Sparrow, and others, eds.

Translations of Christian literature; ser. 1, Greek texts; the proof of the Gospel being the demonstration formerly attributed to Origen, but now Hippolytus, bishop and martyr, who flourished about 220 A. D.; 2 v. 6+180; 189 p. D '21 N. Y., Macmillan \$10 n.

Translations of Christian literature; ser. 1, Greek texts; the proof of the Gospel being the demonstration evangelica of Eusebius of Caesarea; 2 v. 40+271; 257 p. D '21 N. Y., Macmillan \$10 n.

Smith, C. Penwick

The revival of Mothering Sunday; being an account of the origin, development and significance of the beautiful customs which have entwined themselves around the fourth Sunday in Lent; the true and ancient day in praise of mothers. 6+84 p. front. D '21 N. Y., Macmillan pap. \$1 n.

Spencer, William Homer

Law and business; v. 1, Introduction; [ed. by L. C. Marshall.] 15+611 p. O (Materials for the study of business) [c. '21] Chic., Univ. of Chicago Press \$4.50 n.

Designed to acquaint the student with the business man's problems of adjustment to his social environment.

Stoddart, Charles William

The chemistry of agriculture for students and farmers; 2nd ed. thoroughly rev. 17+340 p. front. il. D '21 Phil., Lea & Febiger \$2.50 n.

Stowell, William Leland

Sex; for parents and teachers. 20+204 p. (6¼ p. bibl.) front. il. diagrs. D c. N. Y., Macmillan \$3 n.

Information to be used in communicating sex differences to the young.

Summers, Walter Coventry

The silver age of Latin literature; [a review of Latin literature from the death of Augustus to that of Trojan.] 323 p. D '20 N. Y., Stokes \$3 n.

Swinerton, Frank Arthur

Coquette. 306 p. D [c. '21] N. Y., Doran \$1.90 n.

The love story of Sally who dares to conquer and tame life to her own uses.

Talbot, Ethel

The story natural history. no paging. il. col. pls. Q '20 N. Y., Nelson \$2.50 n.

Thackeray, William Makepeace

The rose and the ring; [a fireside pantomime for great and small children;] il. by Gordon Browne. 159 p. il. (part col.) D '20 N. Y., Stokes \$1.75 n.

Thomas, W. Beach

Birds through the year. 360 p. il. col. pls. Q '20 N. Y., Nelson \$3.50 n.

Thomson, James Alexander Ker

Greeks and Barbarians. 218 p. D '21 N. Y., Macmillan \$3 n.

Torrey, Charles C., ed.

The annual of the American school of Oriental research in Jerusalem; v. 1, 1919-1920. 92 p. pls. O c. '20 New Haven, Conn., Yale Univ. Press pap. \$3 n.

Trecartin, Homer S., and others

The way to greater production. 256 p. il. O (Shaw labor ser.) c. '20 Chic., A. W. Shaw \$3 n.

Viets, Edward

The masque of morning, and other poems. 45 p. D c. Bost., Four Seas bds. \$1.50 n.

Ward, Sir Adolphus William

Collected papers; historical, literary, travel and miscellaneous; 2 v. 11+407; 397 p. (.) '21 N. Y., Macmillan \$18 n.

Webster, Henry Kitchell

Real life; into which Miss Leda Swan of Hollywood makes an adventurous excursion; il. by Everett Shinn. 315 p. front. pls. D [c. '21] Indianapolis, Ind., Bobbs-Merrill [c. '21]

The story of a screen star and a violinist, who meet thru an accident, and who later run away to escape publicity, encountering forty-eight hours of thrilling adventure.

Weekley, Ernest, comp.

An etymological dictionary of modern English. 20+1659 p. O '21 N. Y., Dutton \$15 n.

Beside giving the derivation of the words, the compiler illustrated the uses of the words by quotations.

Weir, Mrs. Florence Roney

Colinette of Redmoon. 3+308 p. D [c. '21] Bost., Small, Maynard \$1.90 n.

Wilkins, Lawrence Augustus

Spanish in the high schools; a handbook of methods; with special reference to the junior high schools; 2nd ed. 10+284 p. D (Hispanic ser.) [c. '18-'21] Chic., B. H. Sanborn & Co., 623 S. Wabash Ave. \$1.75 n.

Winstanley, Lillian

Hamlet and the Scottish succession; being an examination of the relations of the play of Hamlet to the Scottish succession and the Essex conspiracy. 9+188 p. D '21 N. Y., Macmillan \$4 n.

Wodehouse, Pelham Grenville

Indiscretions of Archie. 8+303 p. D [c. '21] N. Y., Doran \$1.75 n.

A humorous story of a man who is in pursuit of happiness.

Worden, Edward Chauncey

Technology of cellulose esters; a theoretical and practical treatise on the origin, history, chemistry, manufacture, technical application and analysis of the products of acylation and alkylation of normal and modified cellulose; including nitrocellulose, celluloid, pyroxylin, collodian, celloidin, guncotton, acetylcellulose and viscose, as applied to technology, pharmacy, microscopy, medicine, photography, and the war-like and peaceful arts; 10 v. various paging il. tabs. O N. Y., Van Nostrand \$40 for 5 pts. constituting v. 1

The Publishers' Weekly

62 West 45th Street, New York

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In Zones 1, 2, 3, 4, and 5	\$6.00
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To foreign countries	\$7.00
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Front section (full pages only)	\$60.00
Back Section—	
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Half page	30.00
Quarter page	15.00
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Higher rates for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Mark Twain on Advertising

Mark Twain once edited a paper in Missouri. One of his subscribers wrote him he had found a spider in his paper and wanted to know whether it meant good luck or bad. This is what Mark answered:

Old Subscriber: Finding a spider in your paper was neither good luck nor bad luck for you. The spider was merely looking over our paper to see which merchant is not advertising, so that he can go to that store, spin his web across the door and lead a life of undisturbed peace ever afterward.

The Publishers' Weekly

Rare Books, Autographs and Prints

IN a sale at Hodgson's in London June 10 a Kelmscott Chaucer brought £125.

A hitherto unpublished portrait of John Keats, the poet, appeared recently in the *Bookman's Journal* of London. Sidney Colvin is of the opinion that it was painted by Joseph Severn altho it is very unlike any of Severn's portraits of Keats.

Linnell's exceedingly fine-copy of William Blake's "Songs of Innocence and Experience," 1789-94, printed on large paper, 10½ by 7¼ inches, expressly executed for Blake's friend Mr. Arkwright, each plate colored by Blake himself, brought £510 at Sothebys in London in a recent sale.

The current catalog of Maggs Brothers, of London, devoted to "Engraved Portraits, Decorative and Historical Prints, Etchings and Drawings," handsomely illustrated, containing 660 lots, comprising much rare material including early mezzotints, many printed in colors, rare prints of American interest, a choice selection of sporting prints, and many fine etchings by Cameron, Haden, Legros, Meryon, Whistler and Zorn.

The statement has been authoritatively made that not a book from the Library of the University of Louvain was saved. Professor van der Essen saved by chance the manuscript which contains the official correspondence of the University from 1583 to about 1637. He happened to have this manuscript from the library at his home where he had taken it for consultation. It is therefore unique—all that remains from the German destruction of the treasures of the Library of Louvain.

At the sale of the library of James G. Barnwell by Stan V. Henkels, in Philadelphia, June 13, a copy of the first directory of Philadelphia, 1785, brought \$165; a collection of pamphlets printed by William Bradford, 1692-93, formerly bound in one volume but split up for this sale, \$2,200; one of these pamphlets, an answer to Cotton Mather after his attack on the Quakers, by George Keith, was bought by Dr. Rosenbach for \$500.

In commenting upon the increased attention now being paid to collecting modern authors, The *Bookman's Journal* of London says: "It is the man who watches the weekly out-put of literature and builds discrimination upon experience to whom the prizes fall. The charm of the game is not so much in enthusing over and collecting authors that have come into the front rank as in meeting and recognizing them at the start of the journey to the front. And there are always some on the way just as there are always certain indications of their progress for the discriminating collector."

The five volume catalog of the library of the late John Henry Wrenn of Chicago, now a part of the library of the University of Texas at Austin, has caused a good deal of comment in London. "It is enough to make the Bodleian fling itself into the arms of the British Museum and sink there in a swoon," remarks Edmund Gosse, in reviewing the catalog in the *London Times*. Wrenn was known to be an industrious collector to a few Londoners but even these were not aware of the extent of his collection.

John O'London, in his "London Book Talk" in the Sunday edition of the *New York Times*, says: "London second hand book sellers used to tell me—I think they honestly believed it—that our rare books would return to use when their American owners, or their executors wanted to sell. No one believes it now. Yet all this loss may be great gain. This steady emigration of English books to the United States must tend to create sympathies that cannot be measured; community of tastes and community of interests go together. Milton said: 'Books do contain a potency of life in them to be as active as that of the soul was whose progeny they are.' Today Britain and America are reading each others books as never before, and a Declaration of Independence is being silently drafted on their title pages."

The library of the late H. W. Bruton sold at Sotheby's in London, June 9, brought £13,273, or about five times as much as his famous collection of the works of George Cruikshank sold for in 1897. The Rowlandsons brought good prices. Combe's "English Dance of Death," 2 vols., 1815-16, with 72 colored plates after Rowlandson, inlaid to folio and extra-illustrated with eighty-eight water color drawings for the illustrations and nineteen unpublished water color drawings, brought £1,300. Another Rowlandson set comprising sixty-eight original drawings made by him during a tour in a poste-chaise to Spithead to view the wreck of the Royal George, 1782, mounted in two oblong folio volumes sold for £800, and seven finely finished and unpublished water color drawings illustrating Shakespeare's "Seven Ages of Man," £290.

James F. Drake, the rare book dealer of this city, has been having a fine time in London and has secured many rare books for the coming season. He is now in Paris and will shortly start on his return voyage arriving in New York about August 10. He was interviewed at length by a reporter of the *London Observer* about conditions in the country and among other things he said: "The book trade is in a remarkably flourishing condition in America at present. I have in the last eighteen months had more new collectors come to me than in any similar period in my previous ex-

perience. Especially has this increase in collecting taken place in cheaper books and in modern books of interest. This, I think, is because many men of moderate means are taking to book collecting, and because the American collector is almost invariably a reader of the books he buys. I know that this is not the popular conceptions of the American collector, but it is true. And as more of my compatriots are interested in modern than in older literature, it follows that there are a larger number of collectors of modern books. A great deal of interest is being taken in the younger school of English poetry, and there is a growing demand for the first editions of Walter de la Mare and J. C. Squire among others—writers who were hardly known in America two or three years ago."

The possibility of a tariff on rare books comes with a shock to the rare book world. What is the object? It cannot be protection, or revenue, and it is hard to believe that a cultural barrier is intended. The result of a 20 per cent tariff with an American valuation would be a deadly blow to importing rare books. The delay in the Custom House now is unbearable, under the change it would amount to prohibition. There would be so much uncertainty that consignments to American dealers and to American auction rooms would be at an end. The details and added cost would discourage the collector, cripple the dealer and kill this phase of the auction business. It would be a blow at education, culture, the gathering of home collections of books, and the up-building of public libraries in which we all take so much pride. Fordney's name would be coupled with Lenin's as the two best hated in the whole wide world among booklovers.

The recent death of W. Lawson Peacock in London brings to light the early history of Shelley's own copy of the first edition of "Queen Mab," which brought \$6,000 at the Buxton Forman sale at the Anderson Galleries last year. This copy was picked up for 6d. off a bookstall in Aberdeen about forty years ago by Mr. Peacock, whose instinct told him the book was worth having. He gave the old lady who kept the stall a shilling, and she, not to be outdone in politeness, insisted on his taking another book for the extra 6d. Sometime afterward he took the book to a London dealer, who first offered him £2 and slowly advanced to £5, but the offer was declined. Long afterwards Mr. Forman bought the treasure paying in the neighborhood of £100 for it.

The Cadmus Bookshop of the city has made a "find" in which it may well take pride. It is the poet Lowell's own copy of "The Dramatic Works of William Shakespeare," with a life of the poet and notes original and selected, in seven octavo volumes, bound in green cloth, published by Hilliard, Gray & Co., of Boston, in 1836, a fly leaf bearing the inscription, "James Russell Lowell from his Father and

Mother, Jan'y 1837." Each volume bears the signature of Lowell on an inside cover or on a fly leaf. This gift came into the poet's possession shortly before his eighteenth birthday and was his reading copy of the great dramatist for many decades. Thruout these volumes there are several hundred markings and notes, some in the younger days of the Harvard student and others nearly a half century later in the handwriting more familiar to us. The notes include typographical corrections, questioned and corrected texts, careful scrutiny of the accompanying notes, and occasional comment upon the writings of the great dramatist. Johnson's notes frequently stir him to such exclamations as "nonsense," "fiddle sticks," etc., and he generally justifies his comment. In addition, striking phrases, favorite lines, interesting passages are marked with the greatest discrimination. It appears here that "Macbeth," "King John," "King Lear," "Othello," "Romeo and Juliet," "Hamlet," and the "Merchant of Venice," were the favorite and most carefully studied plays. "Othello" alone has seventy-eight markings and notes and the thoroughness with which the great tragedy was studied is strikingly apparent. The books are in fine condition and it is hard to imagine an association item connected with the New England poet of greater interest.

F. M. H.

Catalogs Received

Books relating to painting, architecture, sculpture, music, dancing and the drama.

(No. 417; Items 1030.) Francis Edwards, 83 High Street, Marylebone, London, W1, England.

Clean second-hand and new copies of important works of biography, sport, travel, fiction, etc.

Day's Library, Ltd., 96 Mount Street, Park Lane, London, W1, England.

Second-hand and new books on music, musicians and musical instruments.

(No. 24.) Harold Reeves, 210 Shaftesbury Avenue, London, W.C.2, England.

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16-20 Farringdon Avenue
London E. C. 4, England

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Wycil & Company, New York

The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

James Adair, 114 S. Sixth St., Minneapolis, Minn.
Where and How to Sell Manuscripts, latest ed., 1919, by Burg & E.

William H. Allen, 3417 Walnut St., Philadelphia
Van Brunt, Greek Lines.

American Library Service, 500 Fifth Ave., New York
Masaryk, T. G., Foundations for a Concrete Logic (in Czech).

Aschaffenburg, Crime and Its Repression.

Chesterton, Club of Queer Trades.

Cook, Corporation Problems.

Davis, Corporations.

Davis, Essays in the Earlier History of Corporations.

Shakespeare, As You Like It, ed. by Porter and Clarke, 1st folio ed.

Zola, Paris: Vizetelly.

Orzeszkowa, Argonauts, tr. by J. Curtin, 1901.

Ireland, Archbishop John, Works.

James, Hero of Pigeon Camp.

Motley, Merrymount.

Stowe, Young Folks' Uncle Tom's Cabin.

Barrows, Indian Side of Indian Question.

Carter, When Railroads Were New.

Paulin, Diplomatic Negotiations of Amer. Naval Officers.

Ames, State Documents on Federal Relations.

Commons, J. C. et al., Documentary History of American Industrial Society, 10 vols.

Lodge, George Cabot.

Bullock, Secret Service of the Confederate State in Europe.

Curry, Civil Government of the Confederate State in Europe.

Matthews, Expansion of New England.

Otis, Indian Question.

Root and Connelly, Overland Stage to California.

Moth, Glossary of Library Terms.

Moses, Literature of the South.

Deissmann, St. Paul.

Stone, Studies in the American Race Problem.

Woodberry, America in Literature.

Fowler, Rome, Home Univ. Library.

Payne, Leading American Essayists.

Cooke, Rose Terry; Sphinx's Daughter.

Ferry, From the Garden of Hellas.

Schelling, Elizabethan Drama, 2 vols.

Dickenson, Single Hound, poems.

Wright, Making Curtains and Hangings.

Brown, Children of the Earth.

Corson, Introduction to works of John Milton.

Roosevelt, New Nationalism.

Cable, Madame Delphine.

Friedlander, The Jewish Religion.

Coulton, Chaucer and His England.

Firkins' Index to Short Stories.

Cooper, Understanding South America.

Matthew Henry's Commentaries, complete set.

Palmer, One Day's Weaving.

Crocker, Proper Pride.

Gilbert Starr series.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Mackey's History of Freemasonry.

Decameron, state ed., translation and condition.

Set of Golden Bough, Frazer.

Artemisia Book Shop, 155-6th St., San Diego, Calif.

Hunt, Concise History of Music.

Beerbohm, Yet Again.

Valdés, Joy of Capt. Ribot.

Verita Seibert, The Gossamer Thread.

Aicard, Diverting Adventures of Mrs. Morin.

Peshitto, From the Syriac, Murdoch trans.

Square, Flatland.

Yone Naguchi, Ten Noh Plays.

William M. Bains, 1213 Market St., Philadelphia
Lewis, Textbook of Chiropody.

Arthur, History of Kentucky, pub. Lippincott, 1852.

Warner, Course in Football for Players and Coaches.

Kropotkin, Field Factories and Workshop, Putnam.

Haldeman, Affixes of the English Language.

Marchmont, In the Name of a Woman.

Mugbels, As It Was in the Beginning.

Phaedrus, Fables, Allyn & Bacon.

Patterson, Cinema Craftsmanship.

G. A. Baker & Co., 144 E. 59th St., New York

Melville, Moby Dick, 1851.

Sartain, Union Magazine, 1849-1852.

Campbell, Foreign Semi-Monthly Magazine.

Graham's Magazine.

Sartain, John, Any Annuals with plates by.

Ornithology, please report everything in this subject; good prices paid.

Wm. Ballantyne & Sons, 1409 F. St., N. W.,
Washington, D. C.

Tallentyre, Voltaire and His Friends, Putnam, new copy.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Lafcadio Hearn's Letters, 1st ed.

Dasent's Burnt Njal, 2 vols.

Dasent's Gislil the Outlaw.

Dasent's Tales from the Norse.

Dasent's Grettie the Outlaw.

Lady Noggs, Peers.

Terrible Twins.

Pollyoolley.

Happy Pollyoolley.

Two Years Before the Mast, early copy.

The Cloven Foot, Orpheus C. Kerr, N. Y., 1870.

W. Beyer, 207 Fulton St., New York

Reed, Gilbert, China, Captive or Free.

Garner, Cesare Borgia.

Arthur F. Bird, 22 Bedford St., Strand, London,
W. C. 2

Poe's Works, set, ed. by J. A. Harrison, 17 vols.,
Virginia ed.

Modern Theories of Criminality, Quiros.

Criminal Psychology, Gross.

Crime, Its Causes and Remedies, Lombroso.

Penal Philosophy, Tarde.

Criminology, Garofalo, second hand.

Book and Art Shop, 210 Book Bldg., Detroit, Mich.

Isham's History of American Painting.

Borton's Book Store, 365 Broadway, Brooklyn, N. Y.

Messages and Papers of the Presidents, 10 vols.

Brentano's, Fifth Ave. & 27th St., New York

Irish Fairy Tales, illustrated by Rackham, signed copy.

Wilkie Collins, Jasper's Secret.

Slater, early eds.

Wragge, Romance of the South Seas.

Flatland, by A. Square.

Grimshaw, Beatrice, In the Strange South Seas.

Grimshaw, Beatrice, Fiji and Its Possibilities.

Loti, Pierre, Marriage de Loti.

Loti, Pierre, Rarahu.

Becke, Louis, Pacific Tales.

Becke, Louis, Wild Life in Southern Seas.

Rannie, Douglas, Wild Life in Northern Africa.

Practical Golf, Travers.

Songs of Nature, 1901.

Memoirs of Mme. Steinhell.

The Outlaw, Hough.

Greek Athletic Sports and Festivals, Gardiner.

Vermilion Box, Lucas.

Chapter of Eric, Adams.

Mineralogy, 1842, Becks.

History of English Literature, Wendell.

BOOKS WANTED—Continued

Brentano's—Continued

Nancy Stair, Lane.
 Text Book of Ophthalmology.
 Yet Again, Beerbohm.
 Romance of Renaissance Chateaux, Champney.
 Cruise of Snark, London.
 American Addresses, Choate.
 Fool of Nature, Hawthorne.
 Abridgement of Secret Doctrine, Hillard.
 Jack London Road, 1907.
 White Hyacinth, Hubbard.
 Elements of Character, Chandler.
 Book Bills of Narcissus, La Gallienne.
 Country Conversations, Tallet.
 Audubon's Journals.
 Crowning Purpose, Simms, 6 copies.
 A Vision of Consolation, Simms, 6 copies.
 Thru England with Tennyson, Huckel.
 Call of the Blood.
 Viking Age, du Chaille, 2 vols.
 White Rose of Arno.
 Three Brothers, Phillpotts.
 Red Stain, Abdullah.
 Recollections of Guy de Maupassant, Reynolds.
 Notes on de Maupassant, Matthews.
 Tod Sloane.
 History of English Literature.
 Sir Toady Lion, Crockett.
 Three Imposters.
 Lessons Introductory to Mod. Higher Algebra.
 Treatise on Higher Plane Curves, Salmon.
 Sister to Assist'er, Le Breton.
 National Being, A. E.
 Young Wallingford, Chester.
 United States in Rhymes and Jingles.

Brentano's, F and 12th Sts., Washington, D. C.

Taft, History of American Sculpture.
 Clement, Painters, Sculptors, Architects, Engravers.
 Henderson, Art Treasures in Washington.
 Armsby, Principles of Animal Nutrition.
 Lancaster, Virginia Historic Homes and Churches.
 Carter, Law, Its Origin and Growth.
 Wodehouse, Something New.
 Deerr, Cane Sugar.
 McKilliam, Chronicle of the Popes.
 Bradford, Angler's Secret.
 Ravenel's Charleston.
 Brown, Cabells and Their Kin.
 Orey, Bronze Eagle.
 Fithian's History of Virginia.
 Page, In Old Virginia, illus., Scribner.

Brick Row Book Shop, 104 High, New Haven, Conn.

Selections from Social Letters of Margaret Cavendish, Duchess of New Castle.
 Wells, A Satire Anthology.
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 W. C. Russell, Marooned.
 Frank Dallenbaugh, Canyon Voyages.

Brick Row Book Shop, 19 E. 17th St., New York

Robinson, Children of the Night, Scribner, 1905.

Bridgman's Bookshop, 108 Main, Northampton, Mass.

Ralph Earl and His Descendants, Pliny Earl.

Brooklyn Museum, Eastern Parkway and Washington Ave., Brooklyn, N. Y.

Fishing Gazette, v. 36, no. 1-5.
 American Magazine of Art, vol. 7, no. 2.
 Lamberez, Historia de La Arquitectura Christiana Española.
 Geographical Review, vol. 11, nos. 1-2.
 Smithsonian Institution, Contributions to Knowledge, vol. 27, art. 2.

Cadmus Book Shop, 312 W. 34th St., New York
 Banks, History of the Family of Marmyun, London, 1817.

Campion Book Shop, 119 Summit, Toledo, Ohio

Poems of Nath. P. Willis.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
 Gesta Romanorum, old ed., Bohn.
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 Crofts, Library Practical Electricity, 8 vols.
 Schriever, Library Practical Photography, 10 vols.
 U. S. Senate Reports, 1892-3, vol. 3, pts. 1 and 3.
 Louys, Aphrodite, in English.
 Country Life, May, June, July, 1920.
 Wolff, Saltmaster of Lucenburg.
 Van Loan, Lucky Seventh.
 Van Loan, Buck Parvin.
 Quick, Broken Lance.

Chamberlain Brothers, Pittsfield, Mass.

Footnotes to Life, Crane.

George M. Chandler, 75 E. Van Buren St., Chicago

Elias, Abraham Lincoln.
 Coburn, Songs of the Hills and Home.
 Burroughs, Whitman, Poet and Person, 1867.
 Brown, Illustrative Incidents for Public Speakers.
 Browne, Joys of the Road.
 Holland, Life of Lincoln.
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 Haldane, Conduct of Life.
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 Le Bon, Opinions and Beliefs.
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 Franklin's Works, ed. by Smyth.
 General Catalogue of the British Museum.
 Haynes, Practical Dog Keeping.
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 Missionary Review of the World, Aug. and Sept., 1892.
 Reports of Explorations and Surveys for a Railroad to the Pacific Ocean, vols. 1, 3, 11 and 12.
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Cole Book & Art Co., 123 Whitehall St., Atlanta, Ga.

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College Book Store, Lagonda Bank Bldg., Springfield, Ohio

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Colonial Society, Box 343, Richmond, Va. [Cash]

Speeches of Henry W. Grady.
 Wheeler's History of North Carolina.

Columbia University Library, New York

Eltzbacker, Anarchism, Tucker, N. Y., 1908.
 Friedländer, Roman Life and Manners, 3 vols., Dutton, 1913.
 Taylor, Wm. Lewis, Newspaper Reporting, 1915.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Talmadge, From Manger to the Throne.
 Townes, Fifth Reader.
 Dominies, Log.
 Leroy Scott, To Him Who Hath.

Jeremiah F. Cullen, 15 S. Ninth St., Philadelphia

Trial of Jesus, Chandler.
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 Reports of the Centennial, Board of Managers, 1878.

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Benson, E. F., Dogo.
Brandes, Georg, Main Currents in 19th Century Literature, vol. 4, London.
Baldwin, J. M., Individual and Society.
Brinkley, Capt. K., Japan and China, 12 vols.
Bowen, Marjorie, The Pleasant Husband.
Benton, W., Hist. and Des. of English Earthenware, London, 1904.
Coleridge, S. T., Anima Poetae.
Delphine, Horace; Ovid, pub. New York about 1823.
Dawson, Gardens Without Walls.
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History of the Chateau and Gardens of Malmaison, 2 vols., pub. in Paris, 1808.
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Jones, Browning as a Philosophical and Religious Teacher.
Keats, J., Letters to His Family and Friends, ed. by Sidney Colvin.
Keats, J., Letters, ed. by H. B. Forman, London.
Lungo, Isidore del, Woman of Florence, Steegman tr.
Mackaye, H. K., Panchronicon.
Reach's Baseball Guide, 1883, 84, 85, 86, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 1900, 01, 02, 03, 04, 05, 06, 07, 08, 09, 10, 11, 12, 13, 14, 15, 16, 18, 19, 20, 21, in all 35 vols.

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Sawtelle, Alice, Sources of Spencer's Classical Mythology.
Unrecorded Trial, 1913.
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Shakespeare, Wm. Winter, vols. 1 and 2.
Peace Negotiations, Sir Wm. Orcutt.

Fresno County Free Library, Fresno, Calif.

Eisen, G., The Raisin Industry, San Francisco, 1890, Crocker.
Garey, T. A., Orange Culture in California, A. T. Garey, 1882.
Greeley, H., What I Know of Farming, 1871, Eisen.
Haraszthy, Agostin, Grape Culture, Harper, 1862.
Husman, Geo., Grape Culture and Wine Making in California, Payot, Upham & Co., 1888.
Heidenstam, O., Swedish Life in Town and Country, Putnam, 1904.
McLaughlin, A., Cyclopeda of American Government, 3 vols., Appleton.
Miller, L., Essentials of Perspective, Scribner.
Monthly Catalogue, U. S. Public Documents, no. 250, Oct., 1915; no. 254, Feb., 1916; no. 256, April, 1916; no. 277, Jan., 1918.
Spalding, Wm. A., The Orange, 1885, Press and Horticulturist.

William F. Gable Co., Altoona, Pa.

Timber, Ben Johnston.

Gammel's Book Store, Austin, Texas

Military Record, Jno. Sibley, 1803-4.

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Prince Soc. Pub. Voyages of Radisson.

Randall, J. W., Pleasures of Solitude.

Rowan Co., N. C., Hist. of, by Rumble, 1916.

Sabatini, Sea Hawk.

Treves, Other Side of Lantern.

Walker, W., Ten New England Leaders.

White, Two Years in Forbidden City.

Wm. and Mary Quarterly, Oct., 1897.

Genealogies: Bingham, 1919; Burrows, 1894, 24 pp.;

Cary family memorial; Chadwick, by Howard,

1840; Harrison, by Harrison, Phila., 1914; Har-

risons of Skimino, N. Y., 1910; Holcomb gen.,

1876; Jennings Assoc. Reports, Rutland, 1863

(Salisbury, Vt., 1866); Kimball in America, 2 vols.;

Morton by Leach, 1894.

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History and Genealogy of Carpenter Family in

America, by Daniel Hoogland Carpenter, pub. by

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Library of Congress, Order Division, Washington

Welles, A., Geo. Washington's Family, N. Y., 1879.

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Matthias, Benj., *Politician's Register*, Phila., 1835.

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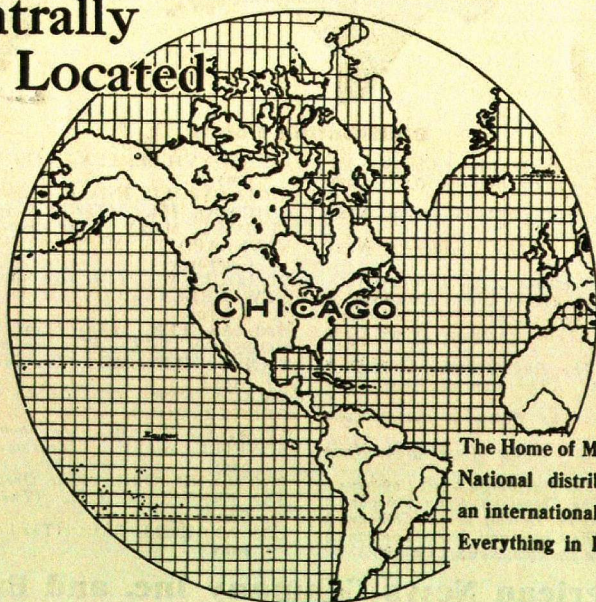
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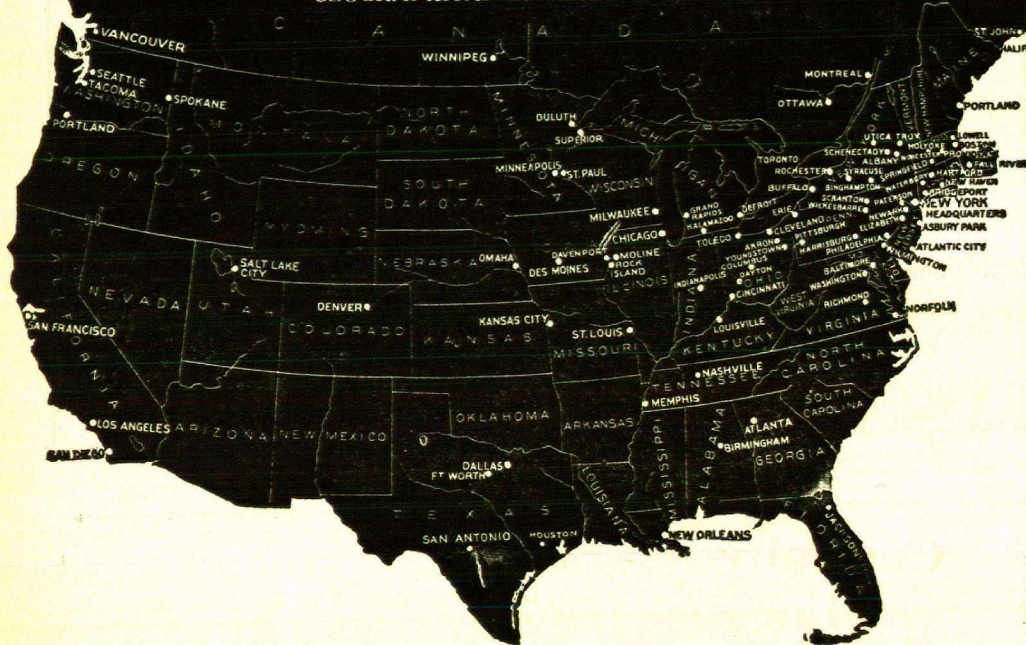
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A FEW wks. back I was up in Boston where I got a young and beautiful sister in law. When it come time to part from she and her husband she kissed me 6 times which was suppose to be once for me and once apiece for the Mrs. and 4 kiddies. Well I thought it was pretty nice and got kind of excited about it till I looked at her husband to see how he took it. He took it without batting an eye. To him it was like kissing an old cab horse on a bet for the benefit of the Red Cross.

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